

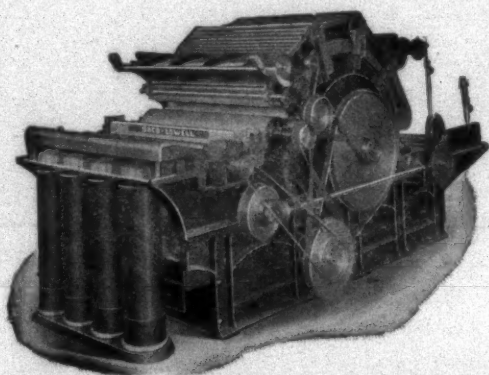
# SOUTHERN TEXTILE BULLETIN

VOL. X

CHARLOTTE, N. C., FEBRUARY 24, 1916

NUMBER 26

## SACO-LOWELL SHOPS



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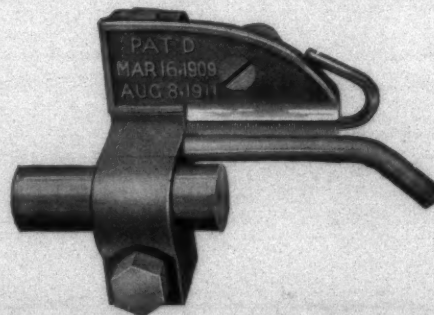
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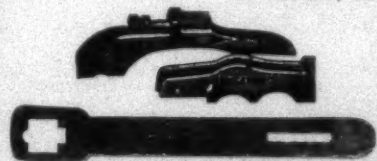
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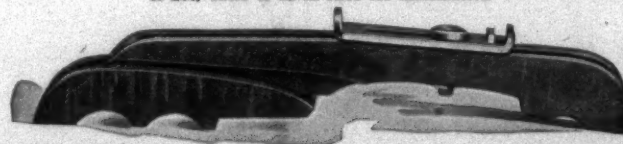
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# SOUTHERN TEXTILE BULLETIN

VOLUME X

CHARLOTTE, N. C., FEBRUARY 24, 1916

NUMBER 26

## CO-OPERATIVE FOREIGN SELLING

H. C. Lewis before National Foreign Trade Council

Assuming that the Government will permit and ultimately encourage co-operation for the extension of our foreign trade, I will suggest certain methods of distribution of orders among or between various factories represented by a co-operative selling organization. This distribution will be governed both by necessity and by choice.

I shall practically exclude from consideration in this paper commodities of large tonnage controlled or produced by great domestic corporations that are amply able to market their own products abroad, and to meet any foreign competition that they desire to meet. Iron and steel goods, agricultural implements, oil, copper, etc., would be included in this class. While I believe that combination among the concerns controlling these commodities, or co-operation with the manufacturers of other commodities may be of advantage, the problems affecting these exports are different from those with which I am most familiar, and are such as the concerns interested are fully qualified to meet.

I shall also exclude from consideration certain patented articles or specialties in substantial demand abroad, and which have met as yet with little or no competition from foreign countries. I refer now to typewriters, sewing machines, cash registers, etc., in the manufacturing of which the United States is pre-eminent. It may be a question as to whether combination or co-operation among concerns making and selling such articles is of advantage to them or to our country. I am rather of the opinion that individual effort by each may be more beneficial than combination, though in certain instances these companies might profit and help our foreign trade by assuming the sale of other articles not competing with their own.

### Distribution of Smaller Lines.

I shall refer particularly to the method of distribution of comparatively small articles or commodities manufactured by a number of different factories, none of which may be in sufficient demand to warrant the establishment of individual selling agencies, and all of which must meet with keen foreign competition in one form or another.

To this list must necessarily be added certain staple articles in constant and rather large demand, the sale of which is essential to the

maintenance of a strong and permanent selling organization, and in which no single factory nor mill can afford to devote itself. I mean articles of constant consumption, sold at low prices, and at small profit, and on which service and ability to deliver promptly and regularly are of prime necessity.

All of these articles or commodities must be the ultimate basis of the great permanent foreign trade which we hope to obtain. I shall further assume that co-operation or combination between competing concerns will be permitted, for that also is entirely essential to the success and permanency of our foreign trade. To sell our staple articles abroad and with profit requires the greatest possible efficiency and economy of operation. Competition among ourselves will necessarily increase expenses and reduce profits, while co-operation in the proper spirit will give us a larger business and greater profits.

Let us take first merchandise for constant consumption and of rather substantial tonnage. It may be practically impossible for any one mill or factory to supply the demand and give proper service. Many mills and factories prefer to sell only a certain portion of their output abroad and to reserve the balance for domestic sale. They, therefore, welcome representation by the selling organization of other concerns which may directly compete with them in the domestic market. Each may contract to deliver a certain tonnage for each year, and make its manufacturing and selling arrangements accordingly.

### Gain Through Division of Business.

Such practice enables the selling organization to give better service, to meet all demands, and to maintain a more satisfactory permanent business. I have known of instances where it was necessary to divide a single order among two or three factories in order to make prompt shipment. In time we shall ship more largely from various ports, and in the division of business the location of the factory to the shipping port must be considered. On some commodities a difference of even two or three cents a cwt. in the freight rate means added profit, and, of course, represents a saving. Such arrangements do not injure any one, and help not only a foreign selling organization, but also help

our country as a whole in bringing more business here at less expense.

There are also certain articles of consumption in substantial demand but of insufficient total tonnage to make the representation of more than one manufacturing concern at all necessary, or even advisable. In such cases exclusive arrangements on both sides should be made. The selling organization has its one commodity to advertise and sell, while the factory has one medium through which it sells abroad, or in certain territory, and qualifies itself to meet the requirements of that organization.

### Equalization of Business.

It will always be an advantage to be able to give business the manufacturing concern most in need of it. Herein is one of the essential features of the policies advocated. It not only means better service, but it also means more steady employment for the workmen of this country. One factory may be dull and another busy, and if both have foreign connections, the one lacking in orders should for the time be preferred.

In all of this element of good faith on the part of the selling organization is of the utmost importance. With the proper co-operative organization and spirit, there need be no danger in this, as all interested will fully understand conditions and can be satisfied.

There is another class which for the purpose of example I will call small machinery. Two or more factories may make and sell in the domestic market several different machines, each of which competes in a degree with those made by the factories. If one line of machinery is a little better and more expensive than the others, the sale of this machinery and the distribution of orders will, in a sense, be automatic. It is an excellent thing for the selling organization to represent a line of high-class and a line of cheaper machinery. It is thus better enabled to meet the demands of the trade and also to meet properly price competition of foreign countries. It happens not infrequently that ability to offer a cheap machine in competition with foreign machinery results in the sale of a higher-priced machine, which we, of course, particularly wish to introduce.

Where the competing machinery is practically equal in price and in

quality, and it is yet desirable for economical reasons to represent more than one manufacturer, the sale of one machine made by each factory, to the exclusion of another machine made by the same factory, should be encouraged. In this way two factories, each making two competing machines, may be enabled to sell one of its machines abroad, and not the other. While this must necessarily lead to some dissatisfaction, it does result in a volume of profitable business which could not otherwise be obtained. Each factory becomes known, and receives a total adequate volume of business at less expense than would be required if it attempted to sell individually in competition with other American concerns making similar machinery.

### Use of Trade and Manufacturers' Names.

I strongly advocate using both the trade name and the name of the manufacturer in advertising and selling merchandise, machinery and materials made in this country. An honest and efficiently organized selling organization can market the products of a number of factories more efficiently and more profitably than can the factories individually. It is only proper that these factories should have created for them a reputation and good will which will be enduring. The selling organization should in good faith advertise the names and qualities of the factories it represents, and should have the spur of possible competition if it fails to develop all the business which can be legitimately obtained. If, by reason of slothfulness or of selfishness, the selling organization fails to develop business properly, the factory has been advertised and made known so that it may ultimately through other sources retain or even extend its business. The whole spirit of the co-operative policy must be based on good faith and the greatest possible efficiency and results.

### Division-on-a-Percentage Business.

Another class of business may or must be divided upon a percentage basis. This percentage may be the result of an existing foreign business, of the size or importance of the concern in the domestic market, or of the amount of capital which each contributes to the selling organization. There is some difficulty in maintaining these percentages, but

(Continued on Page 15)



# Necessity for American Dyestuff Industry

Henry Howard before National Foreign Trade Council.

A year ago at St. Louis, I discussed the chemical industry under the general subject of "Problems Arising in War and Commerce." At that time importation had fallen off only 3-4 per cent from July to November inclusive, as compared with the same period of 1913. Importations of dyestuffs were coming in regularly from Germany and there was no actual shortage. As I pointed out, the greatest effect of the war upon the chemical industry was a national awakening to the absolute dependence of America upon foreign countries for products which are essential to our national welfare.

Germany was strictly limiting us to 75 per cent of the tonnage of dyestuffs that we bought from them during the twelve months preceding the war. That is, she allowed us to buy only one-twelfth of this quantity each month, so that, if we attempted to increase the volume of our textile business and of other businesses using dyes beyond what it was the preceding year, we would be confronted with a shortage of dyes, and I further pointed out that this was likely to prove a serious obstacle in the development of any large foreign business in the goods affected. How true this statement was is now apparent to every one.

## German Firms Responsible.

Mr. I. F. Stone, President, National Aniline & Chemical Company, recently said:

"I say, therefore, that the German firms are responsible for the difficulty and the acute position of the American consumers. Their primary reason for this holding back of shipments was probably due to the fact that they did not want American consumers to get an over-supply of colors so that they could make up extra quantities of goods which they might use for export to customers in other countries who had formerly bought the same goods from Germany, but who could no longer obtain them."

Within three months after our St. Louis convention, the importation of all chemical products from Germany was stopped, and we have since been getting along with what had been accumulated outside of Germany plus the amount that our small dyestuff industry could produce in this country.

There is no doubt that at present Germany has some dyes available for distribution, and the British Order in Council permits its shipment to this country. We must, therefore, draw our own inference whether Germany does not want us to have these dyes unless we give cotton in exchange or whether she wishes to restrict our activity in foreign trade.

The result has been disastrous to what we all desire—namely: an increase in our foreign trade in textiles. Many textile mills have been obliged to curtail their output at a time when, if we had been independent of other countries, with a dye industry well established, these are dependent on their supply of

same mills could have been running night and day manufacturing goods for export and establishing foreign connections by aid of which a considerable percentage of this business might have been retained after the close of the war.

Let us go back for a moment now and see why there is no adequate coal-tar industry in this country. Investigation shows that the fault cannot be charged to the Democratic party but to the strenuous efforts of the foreign manufacturers and American importers, ably assisted by the short-sighted selfishness of these same textile manufacturers who are now the principal sufferers. I do not think that, in many cases, these textile manufacturers acted of their own initiative but were influenced by the clever arguments of American representatives of foreign color manufacturers.

In the winter of 1908-'09 I took an active part in Washington on behalf of the chemical manufacturers to try and maintain the small protection we had left, and to get suitable protection on basic coal-tar products so that the industry could be established here on a firm foundation from the ground up, because in no other way can it be independent of other nations. Yet our efforts failed, largely as the result of the opposition of the well-protected textile manufacturers.

## Coal-Tar Duty Increase Protested.

If you will look on Page 146 of the Tariff Hearings before the Committee on Ways and Means of 1908-'09, you will find a memorial and protest in opposition to any advance in duties on coal-tar colors and dyes signed by

Amoskeag Mfg. Co., Manchester, N. H.  
Hamilton Mfg. Co., Lowell, Mass.  
Pacific Mills, Lawrence, Mass.  
Mass. Cotton Mills, Lowell, Mass.  
Merrimack Mfg. Co., Lowell, Mass.  
Cocheco Mfg. Co., Dover, N. H.  
American Printing Co., Fall River, Mass.  
The U. S. Finishing Co., New York.  
The Apponaug Co., Apponaug, R. I.  
Gardner & Co., Pleasant Valley, N. Y.  
Passiac Print Works, Passiac, N. J.  
Arnold Print Works, North Adams, Mass.  
Windsor Pint Works, North Adams, Mass.  
Queen Dyeing Co., Providence, R. I.  
S. H. Grene & Sons Corporation, Riverpoint, R. I.  
Aspinook Co., Jewett City, Conn.

The folly and unreasonableness of the textile manufacturers in lending their powerful influence to the foreign manufacturers of dyestuffs in their successful effort to crush out our coal-tar industry may be appreciated by a consideration of the following figures:

According to I. F. Stone, in an address before National Exposition of Chemical Industries:

"The lines of manufactures which

dyestuffs, to continue their regular production, the most important, perhaps, are the textile manufactures, comprising cotton, wool, carpets, knit goods, silk, cordage, shoddy dyeing and finishing. The following figures are taken from the government census report:

|                   | Establishments | Employees | Capital       | Salaries and Wages | Value of Product |
|-------------------|----------------|-----------|---------------|--------------------|------------------|
| Cotton .....      | 1,324          | 387,771   | \$822,237,529 | \$147,270,903      | \$628,391,813    |
| Wool .....        | 985            | 175,176   | 430,578,574   | 82,523,776         | 435,978,558      |
| Carpets .....     | 139            | 34,706    | 75,627,010    | 17,745,092         | 71,188,152       |
| Knit Goods .....  | 1,374          | 136,130   | 163,641,171   | 52,431,680         | 200,143,527      |
| Silk .....        | 852            | 105,238   | 152,158,002   | 46,097,364         | 196,911,667      |
| Cordage .....     | 164            | 27,214    | 76,020,366    | 10,995,545         | 61,019,986       |
| Shoddy .....      | 88             | 2,320     | 6,886,825     | 1,196,825          | 7,446,364        |
| Dyeing & Finish'g | 426            | 47,303    | 114,092,654   | 26,261,634         | 83,556,432       |
|                   | 2,352          | 915,858   | 1,841,242,131 | 384,522,370        | 1,684,636,499    |

When you consider that the value of the coal-tar products annually imported is normally only \$10,000,000, of which not more than 75 per cent or \$7,500,000 is used for textiles, an increase of 10 per cent in the duty if the whole amount had been paid by the textile manufacturer would have been \$750,000, or less than 4 1-2 cents.

(\$750,000 ÷ \$1,684,636,000 = .00044)

for each one hundred dollars' worth of textiles produced, a sum so insignificant that it could have had no appreciable influence on the ability of the textile interests to meet foreign competition, and would have been money well expended, not only

as an insurance against the condition which now exists, but would in many cases have resulted in the ultimate lowering of the price of goods in which there is no competition at present.

Few people remember that in 1882 we had quite a flourishing young

coal-tar industry which, with consistent protection, would have long since been a large—if not a dominating—factor in our color supply. The fatal tariff reduction was made in 1883 through the initiative of the importers, backed up by the co-operation of users of colors. Let me quote from a statement made by E. P. Wheeler, Vol. 1, page 230, of Report of the Tariff Commission, 1882:

"Would it be a wise policy for us to build up a manufactory of aniline dyes in this country when they can be made more cheaply abroad because the raw material is found in The English coal, as everybody

1816  
1916  
On this  
One Hundredth Anniversary  
of the  
Year of the Founding of our Business  
We extend greetings to our Friends  
Wishing them continued  
Happiness and Prosperity  
Draper Company  
Hopedale, Massachusetts



knows, is richer in the hydrocarbons or inflammable matter than our American coal, and it is well-known that we do import to some extent English coal to make gas, although the duty on it is a high one. The only objection that has been or could be made in regard to that would be that if we got into a war with some of the European countries we should be at a disadvantage in regard to these colors. I suggest that that is a very contingent and remote disadvantage; that the possibilities of such a war are insignificant."

#### American Dyestuff Industry Gave Promise in 1882.

In Vol 1, page 207, there is a letter from H. K. Lansing, Treasurer of the Albany Aniline Works, dated Feb. 8, 1882, from which I will quote, and which shows the promising state of the industry at that time:

"We are now engaged in the manufacture of all the fine aniline blues, and expecting ere long to make all the fine colors made in Europe. As an illustration of the benefit the country has derived from our efforts, we can state that large crystals of red were sold in 1868 at \$6.50 gold. We now supply the trade with an acknowledged better color at \$2.50 per pound. Blues were sold one year ago at \$4. Since we commenced making the price has dropped to \$2.50. We think we deserve the sympathy and encouragement of the powers that be."

In refreshing contrast to the textile manufacturers' action in 1908, allow me to quote from a statement of James Hendrick, President of the Albany Aniline & Chemical Works, page 256, Tariff Commission's Report, 1882:

"The Pacific Mills and other like manufacturing in this country express the strongest hope that we shall receive from you the encouragement we are entitled to. In a letter addressed to me within a week by Mr. Saltonstall, the treasurer, he said there were some importers, or the agents of foreign color companies going through the mills in New England, expecting to get a petition signed in favor of the reduction of the duty on aniline colors, and he said they would have no sympathy from them and cautioned me against them."

#### European Dye Makers Urged Tariff Reduction.

Again, in a communication from V. G. Bloede, representing the American Aniline Works of Parkersburg, W. Va., dated Aug. 21, 1882, Vol. 1, pages 565-568, Tariff Commission Report, 1882, Mr. Bloede says:

"The actual disposition of the largest consumers of the anilines is fairly represented by the following sentence in a letter recently received by me from one of these consumers: 'The representatives of a large European aniline works are making a great push to have the duties on anilines reduced. I enclose you their circular, which they are sending to all the manufacturers to obtain signatures. What do you as a manufacturer think of it, and what would you propose? We can stand it as it is, and, having all the protection we need on our manufactures, are willing to give all that is required to others.'"

The subsequent history of the aniline industry is lamentable. The Tariff Act of July 1, 1883, made a heavy reduction in the duty. No new factories were started, and within one year after the new tariff took effect, five of those already established were forced to succumb and go out of business, leaving only

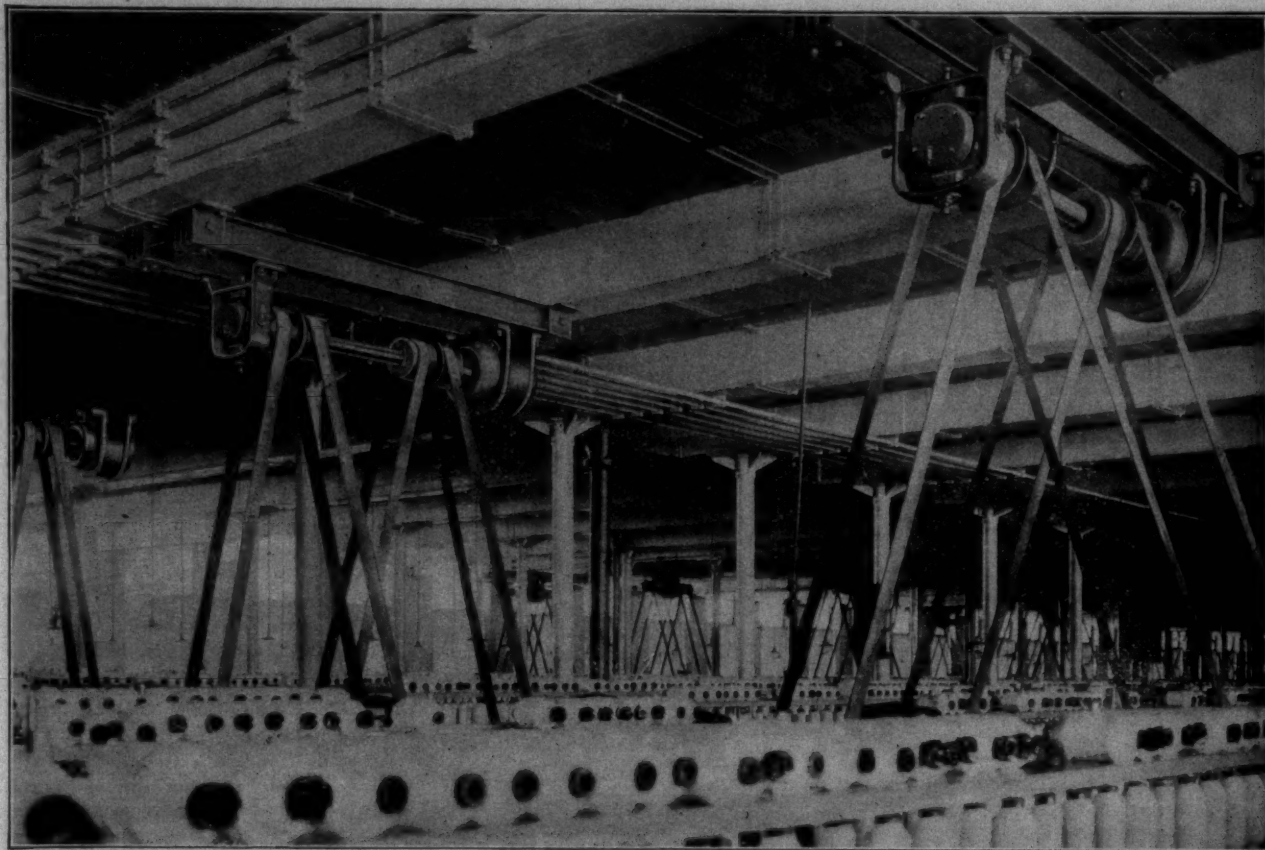
four to continue the work. These have since stayed in the business, but have not been able to develop to any extent. (See "Who Killed Cock Robin," by Dr. B. C. Hesse.

#### American Manufacturers Ready to Co-operate.

In bringing to light past history I do not wish to be understood as

bearing grievance against the textile manufacturers for any mistaken policy which they may have heretofore adopted. No one recognizes the error of this policy more keenly than these manufacturers themselves, and I am credibly informed that they now stand ready to co-

(Continued from Page 9).



## New Universal Four Frame Motor Gives Range to Frame Spacing

The new G-E four-frame motors have a long shaft extension at one side which is supported at its end by a separate bearing. Pulleys may be spaced as desired on this extension shaft to allow perfect flexibility in frame arrangement. Two, three or four frames may be driven at once.

These motors are semi-enclosed; have ball-bearings; are highly efficient and show close speed regulation with a high power factor. The characteristic features of the motors particularly adapt them for fitting into the machinery layouts of new mills or the electrification of existing mills.

Our engineers will be pleased to show you many other different specially designed motors for textile mills which represent the latest advances in the art—advances which help assure maximum production with minimum power cost.

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For Texas, Oklahoma and Arizona business refer to Southwest General Electric Company, (formerly Hobson Electric Co.)—Dallas, El Paso, Houston and Oklahoma City.

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# Cause and Prevention of Uneven Yarn

## The Prize Winners.

The seven judges of the contest on "Cause and Prevention of Uneven Yarn" reported their decision promptly, and as usual there appeared a great difference of opinion. The votes of the judges are given below in the order received and not in the order in which they were named last week.

### Judge No. 1.

Best—No. 4 (T. R. M.)  
Second—No. 17 (Not So Many).  
Honorable Mention to No. 18 (K. T. V.), No. 20 (Fictitious), No. 25 (Old Hundred) and No. 37 (Bag).

### Judge No. 2.

Best—No. 8 (T. A. B.).  
Second—No. 38 (Sou. Car.).  
Honorable Mention to No. 3 (E. H. V.), No. 37 (Bag), No. 41 (E. L. G.), and No. 25 (Old Hundred).

### Judge No. 3.

Best—No. 38 (So. Car.).  
Second—No. 20, (Fictitious).  
Honorable Mention to No. 32 (J. Ed.), No. 25 (Old Hundred), No. 46 (Calhoun) and No. 4 (T. R. M.).

### Judge No. 4.

Best—No. 2, (Eureka).  
Second—No. 7 (B. B.).  
Honorable Mention to No. 34 (New Era), No. 45 (Off Hand), No. 50 (N), and No. 13 (Observer).

### Judge No. 5.

Best—No. 18 (K. T. V.).  
Second—No. 46 (Calhoun).  
Honorable Mention to No. 7 (B. B.), No. 13 (Observer), No. 36 (A. R. W.) and No. 27 (J. S.).

### Judge No. 6.

Best—No. 51 (Kit C.).  
Second—No. 24 (Blue Jay).  
Honorable Mention to No. 21 (Bill), No. 50 (N), No. 11 (Even Yarn) and No. 37 (Bag).

### Judge No. 7.

Best—No. 4 (T. R. M.).  
Second—No. 5 (Southern).  
Honorable Mention to No. 12 (A Well Wisher), No. 13 (Observer), No. 32 (J. Ed.), and No. 46 (Calhoun).

### Tabulation of Vote.

Under the rules of contest every vote for first place counted one while every vote for second place counted 1-2 a vote.

Therefore tabulating the votes of the judges we have:

|                      |          |
|----------------------|----------|
| No. 4 (T. R. M.)     | 2 votes. |
| No. 38 (Sou. Car.)   | 1½ votes |
| No. 8 (T. A. B.)     | 1 vote   |
| No. 2 (Eureka)       | 1 vote   |
| No. 18 (K. T. V.)    | 1 vote   |
| No. 51 (Kit C.)      | 1 vote   |
| No. 17 (Not So Many) | ½ vote   |
| No. 20s (Fictitious) | ½ vote   |
| No. 7 (B. B.)        | ½ vote   |
| No. 46 (Calhoun)     | ½ vote   |
| No. 24 (Blue Jay)    | ½ vote   |
| No. 5 (Southern)     | ½ vote   |

Substituting the names of the writers we have the following:

|                                   |    |
|-----------------------------------|----|
| T. R. Morton, Edenton, N. C.      | 2  |
| R. V. Porter, Batesburg, S. C.    | 1½ |
| A. J. Rodgers, Blackburg, S. C.   | 1  |
| T. W. Harvey, Cherryville, N. C.  | 1  |
| G. L. Meacham, West Durham, N. C. | 1  |
| L. C. Langston, Louisville, Ky.   | 1  |
| T. J. Digby, Newberry, S. C.      | ½  |
| W. V. Jones, Social Circle, Ga.   | ½  |
| E. B. Wise, Batesburg, S. C.      | ½  |
| Chas. M. Stoy, Anniston, Ala.     | ½  |
| A. C. Atkinson, Clayton, N. C.    | ½  |
| A. B. Brown, Belmont, N. C.       | ½  |

We therefore announce the following prize winners:

### Winner of First Prize.

**T. R. MORTON,**  
Edenton, N. C.

### Winner of Second Prize

**R. V. PORTER**  
Batesburg, S. C.

Checks for \$10 and \$5.00 have been mailed to them.

### Honorable Mention.

It is interesting to note the articles which were given honorable mention, that is, were considered by the judges to be next to the ones for which they voted. The list shows that the articles by J. W. Ouzts, M. R. Chrystal and G. B. McCrackan were each given honorable mention by three judges:

|  | Times given honorable mention. |
|--|--------------------------------|
| J. W. Ouzts, Eufaula, Ala., No. 13)      | 3                              |
| M. R. Chrystal, Commerce, Ga., (No. 25)  | 3                              |
| G. B. McCrackan, New Orleans, (No. 37)   | 3                              |
| J. O. Edwards, Pell City, Ala., (No. 32) | 2                              |
| Chas. M. Stoy, Anniston, Ala., (No. 46)  | 2                              |

|  |   |
|--|---|
| Paul Nuchols, Cordova, Ala., (No. 5)       | 2 |
| Eugene Herring, LaGrange, Ga., (No. 3)     | 1 |
| T. R. Morton, Edenton, N. C., (No. 4)      | 1 |
| E. B. Wise, Batesburg, S. C. (No. 7)       | 1 |
| J. L. Davis, Easley, S. C. (No. 11)        | 1 |
| C. H. Strickland, Belton, S. C., (No. 12)  | 1 |
| G. L. Meacham, W. Durham, N. C., (No. 18)  | 1 |
| W. V. Jones, Social Circle, Ga., (No. 20)  | 1 |
| R. F. Harris, Lowell, N. C., (No. 21)      | 1 |
| J. A. Sorrells, New Holland, Ga., (No. 27) | 1 |
| N. L. Whitten, Elberton, Ga., (No. 54)     | 1 |
| R. A. Whatley, Lafayette, Ga., (No. 36)    | 1 |
| E. L. Goble, Jonesboro, Tenn., (No. 41)    | 1 |
| T. L. Saunders, Morganton, N. C., (No. 45) | 1 |

### Letter From One Judge.

I am handing you herewith each number of article graded with percentage that I think it deserved as follows:

|        | Per Cent. |        | Per Cent. |
|--------|-----------|--------|-----------|
| No. 1  | 89        | No. 27 | 90        |
| No. 2  | 87        | No. 28 | 85        |
| No. 3  | 75        | No. 29 | 86        |
| No. 4  | 94 best   | No. 30 | 87        |
| No. 5  | 86        | No. 31 | 82        |
| No. 6  | 89        | No. 32 | 77        |
| No. 7  | 90        | No. 33 | 85        |
| No. 8  | 89        | No. 34 | 87        |
| No. 9  | 85        | No. 35 | 86        |
| No. 10 | 86        | No. 36 | 84        |
| No. 11 | 70        | No. 37 | 90        |
| No. 12 | 87        | No. 38 | 86        |
| No. 13 | 90        | No. 39 | 70        |
| No. 14 | 88        | No. 40 | 81        |
| No. 15 | 60        | No. 41 | 87        |
| No. 16 | 78        | No. 42 | 88        |
| No. 17 | 92 2nd    | No. 43 | 62        |
| No. 18 | 91        | No. 44 | 63        |
| No. 19 | 35        | No. 45 | 89        |
| No. 20 | 91        | No. 46 | 89        |
| No. 21 | 88        | No. 47 | 87        |
| No. 22 | 82        | No. 48 | 80        |
| No. 23 | 83        | No. 49 | 35        |
| No. 24 | 91        | No. 50 | 82        |
| No. 25 | 91        | No. 51 | 78        |
| No. 26 | 66        | No. 52 | 78        |

Signed by one of the Judges.

## Guessing Prize.

We offered a prize of \$2.00 to the first man to guess the article that won first prize, but no one guessed the right one and therefore no one won the \$2.00.

There was not a large number of guesses received but a list of them is interesting as showing the opinion of our readers.

The number given is the number of those who guessed that article would win first prize:

|   |   |
|---|---|
| Jno. Curwen, Macon, Ga., (No. 33)           | 3 |
| J. R. Manly, Williamston, S. C., (No. 30)   | 2 |
| G. B. McCrackan, New Orleans, La., (No. 37) | 2 |
| R. V. Porter, Batesburg, S. C., (No. 38)    | 2 |
| J. H. Mayes, Jr., Fitzgerald, Ga., (No. 6)  | 1 |
| W. E. Williams, Louisville, Ky., (No. 10)   | 1 |
| C. H. Strickland, Belton, S. C., (No. 12)   | 1 |
| M. R. Chrystal, Commerce, Ga., (No. 25)     | 1 |
| B. M. Bowen, W. Durham, N. C., (No. 29)     | 1 |
| W. T. Byrd, Oxford, N. C., (No. 47)         | 1 |
| Paul Nuchols, Cordova, N. C., (No. 50)      | 1 |
| L. C. Langston, Louisville, Ky., (No. 51)   | 1 |
| J. O. Edwards, Pell City, Ala., (No. 32)    | 1 |

## WINNER OF FIRST PRIZE

**By T. R. Morton,**  
Edenton, N. C.

It is not the intention of the writer to discuss this subject except from a practical standpoint. Cause and prevention of uneven yarn is a problem that we have to face more or less every day, and the only way to make an even yarn is to be on the lookout for small things at all times. To make an even yarn we must have a uniform staple, the carder should get out his mixing and grade his cotton, try to get the staple as near the same as possible, open as many bales at one time as the space in opening room will permit. Have the man whose duty it is to feed the hopper to keep this machine about two-thirds full at all times. This may seem too small a matter for some to pay much attention to, but if we expect to get an even lap on the neater we must

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have an even feed from hopper. The breaker laps should be weighed two or three times each day and kept as near one weight as possible. Close attention should be given to the pickers as it is very desirable that we make good even laps. Do not allow finished laps to vary in weight over 1-4 of a pound either way. If they are too light or too heavy have picker man to set them back and run over, or the card sliver will be uneven.

#### Cards.

The cards do not receive the attention by some that they should. Bad work made on these machines will show itself during each process. The cards should be ground every 15 or 20 days, with good grinding emery, the grinding rolls should be covered with new emery after 10 or 15 cards has been ground. If we expect the cards to turn off a good even sliver free from foreign matter we must keep the wires sharp. The lick-in should be kept in good shape and set as close as the staple will permit. A lot of uneven work is caused on the cards from split laps. If the lap splits and runs into the card double, the sliver will be too heavy. The card hand should be watched very closely and made to get all singlings or doublings out of cans on front of cards. Keep the cards clean so the dirt and trash won't get into the good stock. If the card hands let the sliver cans get too full the sliver will be stretched and be too tight. When stripping cards a good idea is to strip every other card after these have run about an hour, then finish stripping. The sliver will run lighter when the card has just been stripped than after the card has been stripped awhile, so if we only strip half the cards at one time, we only get half the light sliver that we will if we strip all cards together.

#### Drawing Frames.

Drawing frames are the simplest machines in the mill, for that reason they receive less care. These machines should be looked after very carefully. The rolls should be kept in good condition and properly oiled. The stop-motion should work perfectly or we will get light and heavy sliver. If a sliver breaks on the back of frame or cans run empty and the stop-motion works a little slow, we will have 5 ends up instead of 6 and the sliver on the front of machine will be 1-6 too light, or if an end is lapped on the back of frame for two or three inches we will have 7 ends up instead of 6. The sliver on front of frame will be 1-7 too heavy. By the time this sliver reaches the spinning frames it will be stretched several inches and the yarn will be uneven.

Keep an eye on the drawing hand when he gets behind and see that he don't slip cans of sliver from the front of first drawing to slubbers in order to catch up quickly. See that all parts of machines are oiled at the right time, and that the weights are hung right and that there is plenty of weight on top rollers. See that top and under clearers are picked clean once every hour. Keep all bad rolls out of frames; don't allow rolls to stay in frames that need varnishing; don't allow the drawing tender to let the cans get too full on front of machine, as this will stretch the sliver. If you have a stop-motion see that it is in working order. Size the drawing sliver at least 6 times each day, and don't fail to change the draft gear if the weight isn't right. All numbers should be kept on drawing and if watched closely at this point it

will hardly ever become necessary to change draft gears on fly frames or spinning frames.

#### Fly Frames.

Slubbers, intermediates and speeders must receive proper attention if even roving is to be made. It is possible for the picking, carding and drawing to be almost perfect and then bad, uneven roving to be made on fly frames. The rolls on fly frames should be cleaned once each day and oiled regularly. The bottom steel rolls should be taken out of frames and cleaned with card clothing and whiting once a year. It is necessary to keep the flutes clean on steel rolls if even work is made. The roving must have enough twist so it won't break in creels. If too soft, it won't have strength enough to pull itself and the results are the roving will stretch and this will cause thin places. The tension on fly frames is very important and should be watched very closely by the overseer, for if tension is too tight roving will be uneven and full of thin places, if too slack it will wind too loose on bobbin and make a soft bobbin, and this will break-back and stretch in creel at next process. This means uneven work. Special care should be given to the creeling of intermediates and speeders, as bad creeling means uneven work. Every doubling and singling made on fly frames means bad running spinning and weak and heavy yarn.

#### Things to Watch Around Fly Frames.

See that the roving travis works freely and makes full stroke. Have frame lined and leveled once ever year. Keep all worn spindles and bolsters out of frames, have stops oiled every two weeks. See that no roving is wound around the back steel rolls as this will raise the top leather roll and stretch the roving. Do not let frame hands run frames too full, as this will chafe and cut the roving. Keep all bad bobbins off spindles as a bad bobbin will vibrate or shake and make the roving uneven. Have section men to keep all bad rollers out of frames as a bad roller means bad work. Never put a new roller in frame without oiling it, nor allow frame hands to fan off, as the flyings will get on the stock in process and make lumpy roving. Have spindles oiled every Monday and Thursday. We must pay attention to the small things if we make even work.

#### Draft in Card Room.

If good running work and even roving is made then drafts must be right at each process. For a 4.50 hank roving on speeders made from 1-inch staple cotton, would advise the following drafts: 98 on cards, 6 on drawing, 4.35 on slubbers, 5.35 on intermediates, 6 on speeders. The writer has tried this and has gotten good results.

#### Spinning Department.

Every thing in the spinning room depends on how clean we keep the frames. As to what kind of yarn we turn out, the carder may make almost perfect roving and if the management in the spinning don't watch and look after the cleaning at this point, bad yarn will be the result. The frames should be lined and leveled once every year. The roving creels must be level and in line so there won't be any undue pull on the roving. The oiling is a very important factor in this department. Special attention should be given to the top rolls which should be oiled at least twice a week. Spindles should be oiled every three weeks. A dry spindle will vibrate and make uneven yarn.

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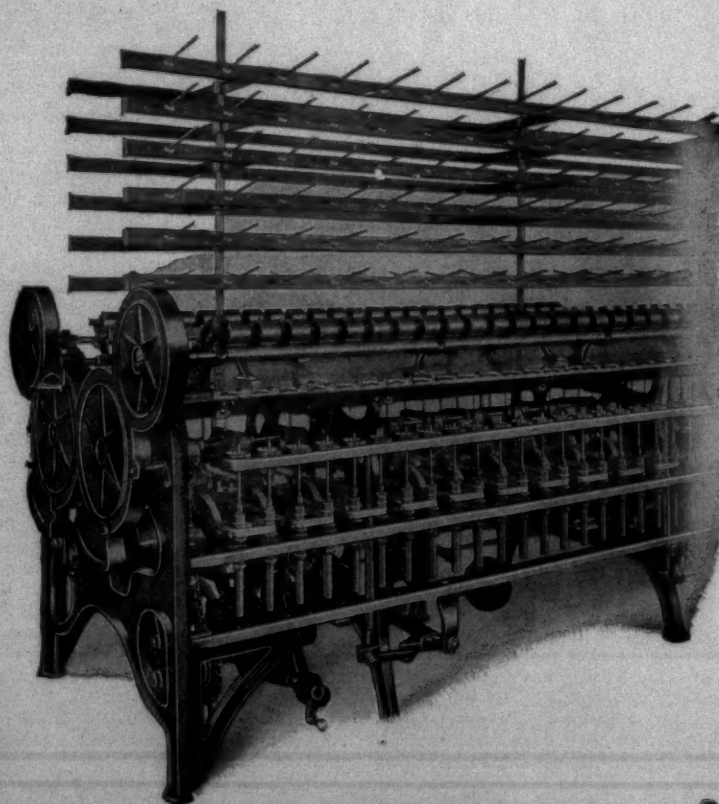
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**Banding.**

The bands should be tied on by a particular person and one that can be trusted, as a slack band will reduce the speed of the spindle and make soft, uneven yarn. The bands should be made of roving and weigh about one pound to 120 bands. Don't make bands out of yarn, as a yarn band will stretch and not come off when it first gets slack.

**Things to Watch and Do in Spinning Room.**

Spindles should be plumbed and set in center of rings, guide wires set to top of spindle. Keep all bad spindles and bolsters out of frames. Don't use guide wires that have grooves worn in them. See that roving creels are in line and perfectly level. See that roving sticks are in good shape and that the bottoms are not worn blunt, as they must turn freely or the roving will be stretched. Do not allow bad or worn bobbins to be used as a worn bobbin will vibrate and make uneven yarn. Have roving creels wiped once each day, for if lint and cotton are allowed to collect around the end of the roving stick, it will be hard to pull and the roving will be stretched. Have all top rolls picked every day for dirty rolls make more uneven yarn than anything else in spinning. Have some one to inspect all rolls once a day and see that all bad or worn rolls are kept out of frames as a bad roller can't make any thing but bad and uneven yarns. Have guides run or wiped out every 30 minutes. If lint is allowed to collect at this point, it will catch on the yarn and show up in lumps, and these lumps will hang in the thread guides on winders or spoolers and stretch the yarn. Have all travelers changed every 3 weeks, as a worn traveler will cut and chafe the yarn. Do not allow roving to wind around the steel rolls and stay there, as this will raise the top leather roll and make the yarn uneven, keep all lumps of cotton out of the trumps as this will make the roving draw hard and make the yarn weak. Keep all worn rings off of frame for good even yarn cannot be spun on a bad ring. Don't allow the spinners to let 3 strands of roving run into one end where two is all that is necessary. Make doffers piece up as soon as frame is started after doffing, as a lot of doublings and choked rolls will be saved by this. If the yarn is made right in the carding and spinning departments we will not have much trouble in the other rooms. If we will watch the little things the big ones will take care of themselves.

T. R. M.

**WINNER OF SECOND PRIZE.**

By R. V. Porter,  
Batesburg, S. C.

This subject has probably been studied since the first cotton yarn was spun and improvements made before my time, and I can see where great improvements have been made in the past twenty years, but at the present time with all improved machinery and all the graduates of the textile schools, I failed to know of a mill that is making perfect even yarn. Anyway, we all are trying to get it better.

However, some men can make more even yarn than others. Some men can make a more even yarn at one mill than he can at another, even if both mills be equipped alike, if other conditions differ.

Sorry cotton will make uneven yarn, therefore good stiff land

should be selected for cotton. The land should be prepared deep, in the month of January or February. It should be planted with good seed from a good even grade of cotton. The cotton plant should be cultivated shallow, to prevent injury to the roots, and fast enough to keep it growing, for should it get stunted for the want of cultivation or by growing it too thick on the land we will have a sorry cotton, which will not work well. It will not draft well, therefore it will make uneven yarn. Cotton should be picked from the burs as free from trash and dirt as possible. It should be ginned very carefully, not to let it get cut or taking off small pieces of seed with the lint, for gin-cut cotton or cotton that is ginned too close, leaving small parts of seed and notes in the lint, will not work even and will make uneven yarn.

A cotton grader is a valuable man to a mill if he will attend to his business. He should see that the mill gets what it pays for and not allow just any old thing to be dumped on the mill, even if he be a good friend to the seller. But with a good grader it is best for the superintendent or the overseer of carding to inspect every bale of cotton that is brought to the mill and reject or lay aside all bales that are not up to standard, and should he find several bales which he would with the ordinary grader, in a short while he would have enough to run the mill a week. Then if he wished to run the rejected cotton the overseer would have time to adjust his machinery to suit it and could make a more even yarn with it than if it had been opened up all together and run into the picker room by the outside man without the knowledge of the overseer of carding until it was giving trouble. The more even the cotton the more even will be the yarn. Therefore superintendents and overseers of carding should have more sayso about looking after cotton than some mills allow them. Furthermore we can not get even yarn with good cotton mixed with a poor grade of short punk cotton for it will not draft even and a sorry punk cotton will fly out while being run through the machines and cause the yarn to be light and uneven. Before starting to open one should have plenty of cotton to start with. Thoroughly mix it in the opening room twelve hours before putting in the breaker feeders, which should be kept as near half full all the time as possible. Otherwise the breaker laps will vary several pounds, and this will cause uneven yarn. We can not expect even work from the first pickers unless the laps were even to start with, nor with the breaker laps splitting or a cone belt slack enough to slip or a lap apron slipping. Sometimes a clutch gear or a knock off gear will cause a lap to vary and should be looked after as well as the eveners. The eveners belts and all of its attachments should be looked after, kept clean, and well oiled, so each part can be depended on to do its duty when the slightest variation takes place.

When putting a set of laps on pickers I think it well to start with two or four sizes. Say 1-4, 1-2, 3-4 and full, or half of them 1-2 full and the others full which will prevent them all running out at once, which will give the tender more time to replace them and will make a more even lap than if all had been put on full at one time to run out together. When replacing new laps they should be pieced in and not lap one end of the lap over the

other. If so it makes a heavy place and is uneven. Lap racks on the machine should be kept level, or otherwise one end of lap will be larger than the other and uneven.

Now we come to the finisher. This is one place where I think any mill that expects first-class work should allow his carder to have a competent man, one who can be depended on at all times to weigh the laps and see that every thing goes right, for if the weights or numbers on the finisher are not right there is no other to remedy it and the yarn will be uneven. Every yard in a lap should be made to weigh the same as well as to have the laps weigh alike.

**Carding.**

Cards should be kept in good order. Use the best of clothing. Keep them properly ground and set to suit the stock being carded, so as to lay the fibers straight and get out as much notes and trash as possible, for the better cotton is carded the more even it works. One can not do good carding with sorry clothing, or wornout clothing or with flat places being mashed on the clothing, by letting things get into the card that should not. When replacing a lap it should be pieced in and not lapped over the other end as some tenders do, for it will cause a heavy place in the sliver and uneven yarn. Coiler heads should be looked after and see that the spring, or bonnet tongue, which holds the trumpet down in the coiler head is not broken. If this spring or bonnet tongue is broken the card end or sliver will run slack, get onto the floor and if the floor is dirty it will likely take up all the loose waste it comes in contact with, which will cause it to be uneven. The tender will probably put some cotton under them to take up the slack. Will make some run tighter than others. Then we have uneven sliver. All stripper plates should be set the same so as to get the same per cent of strips from each card. If set close you will not get much waste while if set far off the quantity will be larger, while the sliver of different cards will be uneven if not set correct. All card and drawing cans should be kept smooth inside and the rim of the top. They should not be kicked around and bent in as the sliver will not come out free. It will sometimes break or stretch, if so, we have an uneven sliver when it takes place.

**Draw Frames.**

By all means keep the stands, roll necks and rolls, spoons and stop-motions in good condition, for a crooked roll will make an uneven sliver. A worn neck or stand will make an uneven sliver. A dirty bottom roll will make an uneven sliver and if stop-motions fail to work properly we have singlings which will cause uneven sliver. Stop-motions or spoons should work so as to stop the machine as soon as the card sliver leaves it. Leaving enough end for the tender to piece to instead of sticking the new end in with some times a yard or so of extra card sliver going through the rolls. If so, we have a heavy place in the drawing sliver which will cause uneven yarn. Drawing boys should be watched. Sometimes they may have an end to run slack. Instead of reporting the trouble, they will put some cotton in the stand between the top and bottom rolls which will stretch the drawing and it will be uneven.

Intermediates and speeders should be kept in good order as well as

slubbers with good stands, good bottom and top rolls, remembering that a worn neck, a worn stand, a crooked roll will make an uneven roving. Trumpets that are not uniform, or bent, or half choked will also cause roving to be uneven. Tention being too tight will cause roving to stretch, which will find its way into uneven yarn. When replacing roving in creels it should be spliced or broken very short for this is one place where a great deal of uneven roving is made, caused by a frame hand who usually starts at one end of frame to replace the roving in the backs. Sometimes they let several bobbins run out before replacing them. Then singling is being made. They very often let from one to two yards of extra roving get in, which causes it to be heavy. Then if the ends, which have the singling in them, begin to run slack they will sometimes run an extra end in it from behind, which will cause light roving and heavy roving as well as uneven roving to be on the same bobbin for the spinning frame.

I will mention a few causes that will make uneven yarn while being spun and the prevention is to keep everything about the frame in first-class condition and clean, namely: uniform trumpets, creel stands being broken or misplaced, roving skewers being broken or bruised at bottom, while bobbins are resting on them preventing an even pull. Spinners replacing roving, allowing from six inches to two yards of extra roving to run in instead of breaking it off short, worn stands, bad rolls, crooked steel rolls will make an uneven, weak yarn. If ring rails are badly out of level or rings not properly placed in ring rail, the yarn don't seem to have the same tention and is to some extent uneven. Levers out of level or resting on creel boards will make yarn uneven also. Dirty rolls, especially with a thin coat of cotton or roving getting around back or middle steel roll will cause uneven yarn also. A spindle dry for the want of oil, or a spindle which is badly out of plumb, or a guide wire which is out of set, will cause the yarn to be uneven as well as weak.

If draft gears are set too deep, the rolls do not run steady, therefore the yarn is uneven. If travelers are too heavy the yarn is stretched to some extent and is uneven; and if light enough to be continually whipping against the separator it is uneven also; if roving is drafted too long the yarn is uneven; if steel rolls are not properly oiled they are inclined to quiver and do not draft the roving even, therefore the yarn is uneven. If spinners let two rovings run in where it should be one, or three where it should be two, or fail to pick out all the doublings made on the speeder the yarn will be heavy and uneven.

South Carolina.

**School to Test Mill Coal.**

New Bedford.—The Textile School here has made an offer to the cotton mills in this city to conduct extensive tests of the coal supplied for mill use, of lubricating oils, belt dressings, starches and singeing materials, along the same lines as the school pursued in the coal investigation two years ago. Practically all of the manufacturers have welcomed this service and have stated that they will gladly co-operate with the school to make the investigation as valuable as possible.



# Necessity For an American Dye-stuffs Industry.

(Continued from Page 5.)

operate in any way possible in order to establish a permanent coal-tar industry within the United States.

Compare the present condition of textiles in this country with that of iron and steel.

The latter industry, thanks to the consistent protection which for years was extended to every branch of the business, is now absolutely independent of the rest of the world in its ability to manufacture all standard grades of iron and steel products in this country, with the result that not only are all American users of iron and steel products getting their supplies as regularly as before the war began, but a large export business is being developed as the result of the paralysis of this industry abroad. In textiles the saving of a possible 4 1-2 cents on a hundred dollars' worth of product has resulted in so throttling the textile industry that it is having hard work to supply our local markets, much less to gain a strong foothold in the foreign markets formerly supplied by the belligerent countries.

Now what lesson can we learn from these disquieting facts?

## Permanent Non-Partisan Tariff

soon be let for the erection of a new It seems to me that first and foremost it points to the absolute necessity of a permanent non-partisan tariff commission of experts that will sift the facts, analyze the situation and recommend rates consistent with the tariff policy of the party in power, and thus enable Congress to accomplish what it wants to do.

Such a commission should be created at the earliest possible moment by Congress, and if our textile industry is to take any active part in foreign trade during the war the first business the Tariff Commission should tackle is the study of the Chemical Schedule with the object of enabling Congress to amend the tariff so as to develop a permanent coal-tar dye industry on a large scale in this country. At present, in spite of high prices, chemical manufacturers have been afraid to invest any large sums in permanent equipment, realizing as they do, that as soon as the war is over the industry would quickly disappear under the present inadequate tariff.

## Destructive Selling Policy of Foreign Dye Makers.

Unfair competition is another means by which the foreign syndicates have kept the coal-tar industry from getting a foothold here. For instance, aniline oil, one of the primary products, was selling at a high price a number of years ago, and an American company built a plant and started to market its product. Then the price was immediately cut on the imported article to a point about 10 per cent below the cost of production in this country, and kept there until the American firm gave up the business. When this result was accomplish-

ed, the price was advanced to about the original level.

Again, in 1913, a duty of 10 per cent was placed on aniline oil, and the manufacture was again started, with the result that the foreign producers not only absorbed the whole of the duty but actually lowered the price again to a point where the business showed a loss to the American manufacturer—and this condition was maintained until the war intervened.

Now such competition is manifestly unfair. It is not what might be called legitimate dumping to dispose of surplus product in some foreign country, but is a well-considered policy designed to destroy a new American industry. Such a practice ought not to be permitted, and I think I am right in saying that the present administration has under consideration legislation to prevent it.

## German Dyestuff Plants as Munition Factories.

There is one other reason—one of public policy—why a coal-tar dye industry is important to the future of this country. At present every one is thinking and talking of preparedness, and one of its most essential items is our ability to produce enormous quantities of high explosives when they are needed. Germany was able to do this over night in the plants used for coal-tar dyes in time of peace. England, France, and Russia, substantially without this industry, were almost helpless in this respect, and it may be said justly that the existence of the highly developed dye industry in Germany, coupled with its non-existence in Russia, France, and England, has been a determining factor in their relative ability to obtain high explosives, and in the remarkable successes Germany has maintained in the war up to date.

## Hampton Cotton Mills, Beaver Dam Plant.

Edgefield, S. C.

J. H. Tompkins.....Manger  
T. A. Hightower.....Superintendent  
J. D. Smith.....Carder and Spinner  
G. E. McMinn.....Weaver  
W. H. Fayssoux.....Cloth Room  
J. J. Sanders.....Master Mechanic

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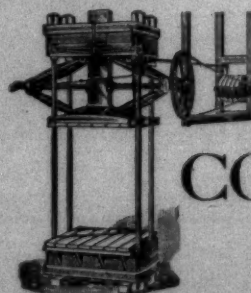
THE "STANDARD"

## BALING PRESS

FOR

## COTTON MILLS

AS MADE BY



## Boomer & Boschert Press Co.

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SYRACUSE, N. Y.

SEND FOR CATALOG



# SOUTHERN TEXTILE BULLETIN

Offices: Room 912 Realty Building, Charlotte, N. C.

Published Every Thursday By  
**Clark Publishing Company**

**DAVID CLARK, Managing Editor**

**D. H. HILL, Jr., Associate Editor**

## SUBSCRIPTION.

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**THURSDAY, FEBRUARY 24, 1916.**

### In Hands of Senate Committee.

J. A. Emery, attorney for the National Manufacturers' Association, closed the hearing on the Keating-Owen Bill before the Senate Committee with a very able argument against the constitutionality of the Bill.

The matter is now in the hands of the Interstate Commerce Committee and will be considered by them for some time. It is hoped that they will send a sub-committee to visit the cotton mills of the South in order to get first hand information, but there has been no definite assurance relative to that.

It is anticipated that a majority of the Interstate Commerce Committee will vote to report the bill favorable, but there will be a strong minority report. It has been estimated that the vote in the Committee will stand 11 to 6 in favor of the bill.

When the Interstate Commerce Committee reports the bill to the Senate a motion will be made by Senator Overman to refer it to the Judiciary Committee for the purpose of having the question of its constitutionality decided.

If our friends can succeed in hav-

ing it referred to the Judiciary Committee we believe it will be reported unfavorably if it is not kept in the Committee during the remainder of this session.

The present Congress will probably not adjourn until June and the advocates of the Keating-Owen Bill claim that a vote on the bill will be had before that time.

### Consider the Future.

With very few exceptions the cotton mills of the South are now operating upon the basis of very satisfactory profits and we hear of a number of mills that are making what is commonly called a "killing."

We could give many instance of mills whose profits will run abnormally high this year, and every one with the exception of a few inefficient managers and a few chronic pessimists will admit that the cotton mills of the South are enjoying a period of prosperity.

The tendency of such a condition is always towards enlargement because the man who is making a large profit upon 10,000 spindles dreams of what he could make upon 20,000 or 30,000, or even 50,000 spindles, and he forgets the lean years of the past

when bankruptcy often stared him in the face.

We take no stock in the statement that "there are too many cotton mills" for the South with 13 1-2 million spindles out of 132 million in the world could easily double her equipment and still not have her rightful proportion of the cotton manufacturing business and we wish to see many new mills and great enlargements of our present plants.

There can never be too many mills provided they are properly built and properly financed, but of the weak financially and poorly equipped mills, we have too many now.

In this time of prosperity the cotton manufacturers should consider the future and prepare for the lean years which are sure to come, although they seem now to be very far distant.

The profits of today should be used to strengthen the mills physically and financially and place them in a position of independence, so that they can resist the troubles of the past when they appear again.

Study the history of the successful mills of the South and you will find that almost without exception they have been from the beginning financially strong and have had an ample supply of working capital.

Study the history of the mills that have failed and with few exceptions, they were built with borrowed money and being forced to go to commission houses for working capital, lost their independence and the right to sell their own goods.

The greatest liability of the cotton manufacturing industry of the South is the selling system which has been brought about by the control of mills by commission houses.

There are of course good commission houses and selling agents but even these are hampered in obtaining the best prices for the goods of their mills by the houses which control the product of the mills they represent and cut the price whenever it suits them.

We want to see the cotton mills of the South emerge from this period of prosperity independent of commission houses and with the right to fix the prices upon their own goods.

Every mill that is handicapped today by commission house control should be striving and working today toward the elimination of that indebtedness which permits the tentacles of the vampire to remain deep in its vitals.

If this period of prosperity will enable the Southern cotton mills to declare their independence of commission houses and selling agents it will long be remembered as the turning point in the history of the industry.

We do not declare against selling through commission houses, but we do declare against selling through commission houses that have a financial control of the mill.

Next to elimination of indebted-

ness and the shaking off of commission house control should be the problem of improvement of equipment and it should be considered ahead of enlargement.

We know that there are many mills in the South which are not equipped so that they can compete with a modern mill.

Many mills have had to economize during the lean years since 1907 and they have unwisely allowed their equipment to depreciate until today they can not produce a high-grade products or attain a low cost of production.

This is a time for the discarding of old machinery for the latest improved equipment and in the long run such expenditure will be found to be more profitable than the building of additions and new mills.

We believe that we have reached a critical time in the history of the cotton manufacturing industry and should consider the future and prepare for independence before entering upon an expansion that might leave us in a weak condition to meet the future competition that will arise.

The trade of the world is opening up to us and our business is expanding with leaps and bounds but the going will not always be easy and we must consider the storms of the future.

If the profits of today can be utilized to strike off the shackles of commission house control and our equipment can be brought to a high state of efficiency we have no fear of the future and then we can become the greatest cotton manufacturing center in the world.

### Mill Men Become Leading Officers of Georgia Manufacturing Association.

At their first annual meeting held in Atlanta the manufacturers of Georgia comprising the Georgia Manufacturers' Association elected the following officers: President, Thomas K. Glenn, of Atlanta, of the Atlantic Steel Co.; vice-president, Samuel A. Carter, Atlanta, of the Gate City Cotton Mills; H. T. Jones, Canton, of the Canton Cotton Mills; H. P. Meikleham, Lindale, of the Massachusetts Mills in Georgia; treasurer, H. E. Watkins, Atlanta, of the Empire Cotton Oil Mills.

The following were elected as members of the board of directors to succeed the five members whose terms expired with the 1916 meeting: H. W. Salmon, Chattanooga, Whittier Mills Co.; R. T. Jones, Canton, Canton Cotton Mills; H. E. Dyess, Augusta, Augusta Lumber Co.; W. B. Baker, Atlanta, Atlantic Ice and Coal Corporation; H. E. Watkins, Atlanta, Empire Cotton Oil Co.

At a meeting of the board of directors, which followed the annual convention of the association, William W. Horne was elected to succeed himself as secretary.

Indorsement was given to the movement for vocational training following thorough discussions of the subject and a comprehensive report by a special committee named some time ago to investigate the advisability of the measure.



## PERSONAL NEWS

J. E. Meyers, overseer of cloth room at the Enoree (S. C.) Mfg. Co., has been visiting at Jonesville, S. C.

Lee T. Curry has resigned his position at Liberty, S. C., and moved to Aragon, Ga.

G. A. Polatty has resigned as superintendent of the Jackson Mills, Monroe, N. C.

H. F. Alley of Columbia, S. C., is overseer of weaving at Saxe Gotha Mills, Lexington, S. C.

W. D. Ingle has resigned as overseer of weaving at the Aiken Mills, Bath, S. C.

W. A. Hindman has resigned as second hand in carding at the Cedartown (Ga.) Cotton and Export Co.

W. H. Hardy is now second hand in carding at the Cedartown (Ga.) Cotton and Export Co.

H. E. Cox has become overseer of carding at the Grendel Mill, No. 1, Greenwood, S. C.

W. J. Robinson has resigned as night second hand in spinning at the Dixie Mills, LaGrange, Ga.

M. E. Ware has become section hand at the Dan River Mill No. 4, Schoolfield, Va.

T. V. Ledford has been promoted to second hand in carding at the Warioto Mill, Nashville, Tenn.

C. F. Griggs has resigned as second hand in carding at the Warioto Mills, Nashville, Tenn.

J. H. Tompkins is now local manager of the Beaver Dam Mills, Edgefield, S. C.

Wm. Carter has resigned his position at the Anna Mills, Kings Mountain, N. C., to accept one with the Cora Mills of the same place.

L. A. Henley has been promoted from assistant superintendent to superintendent of the Globe Mfg. Co., Gaffney, S. C.

W. H. Moore has been promoted to second hand in spinning at the Riverside Mill, Anderson, S. C.

W. H. Williams has been promoted to night overseer of carding and spinning at the Pauline Mill, Kings Mountain, N. C.

W. H. Sonnett has been promoted to section hand in warping and spooling at the Brancord Mill, Concord, N. C.

W. C. Curry of Greenville, has accepted the position of overseer of weaving at the Seneca (S. C.) plant of the Monaghan Mills.

J. G. McDonald has resigned his position at McColl, S. C., to become overseer of carding at the Dickson Mill, Laurinburg, N. C.

J. E. Still has resigned as overseer of carding at the Grendel Mill No. 1, Greenwood, S. C., and accepted a similar position at the Brandon Mill, Greenville, S. C.

R. H. Williams has resigned his position with the Fulton Bag and Cotton Mills, Atlanta, Ga., to become second hand in night spinning at the Dixie Mill, LaGrange, Ga.



## ALBANY GREASE

gives perfect lubrication for all kinds of mill machinery. It will not leak or drip from bearings. It is efficient and economical. Write for samples and cup. No charge.

YOUR DEALER SELLS ALBANY GREASE.

ALBANY LUBRICATING COMPANY

708-10 Washington St., New York.

J. P. Floyd has resigned as second hand in spinning at the Woodruff (S. C.) Cotton Mills to accept a similar position at Schoolfield, Va.

E. F. Brumbey of Greenville, S. C., has accepted the position of overseer of weaving at the Manetta Mills, Lando, S. C.

Eugene Herring of Shelbyville, Tenn., has accepted the position of overseer of weaving at the Hillside Cotton Mills, LaGrange, Ga.

A. H. Lucas has resigned as second hand in spinning at Lexington Mfg. Co., Lexington, S. C., to accept a position in the Columbia Duck Mills, Columbia, S. C.

B. F. Spears has resigned as overseer of carding at Marlboro Mill No. 1 and No. 2 to become superintendent of the Jackson Mill, Monroe, N. C.

Robt. Johnson has accepted the position of night superintendent of the Huss Mfg. Co., Bessemer City, N. C.

T. A. Hightower is superintendent of the Beaver Dam Mill, Edgefield, S. C., which belongs to the Hampton Cotton Mills, Columbia, S. C.

T. F. Walters has resigned as carder and spinner at the Jackson Mills, Monroe, N. C., and moved to Huntersville, N. C.

J. P. Eller has resigned as second hand in weaving at the Louise Mill, Charlotte, N. C., to become overseer of weaving at the Dilling Mill, Kings Mountain, N. C.

L. R. Tattersall, general superintendent of the Gaffney and Globe Mfg. Companies, Gaffney, S. C., will hereafter devote all his time to the Gaffney Mfg. Co.

W. R. Hills, the popular representative of Masury-Young Co., of Boston, Mass., is in the South on a trip of about eight weeks. Mr. Hills expects to attend the meeting of the American Cotton Manufacturers' Association in Atlanta, April 4 and 5.

E. R. Lucas, who succeeds T. K. Elliott as manager of the Fairfield Cotton Mills, Winnsboro, S. C., will live in Chester, S. C., where he is also manager of the Wylie Mills, spending two or more days a week at Winnsboro.

Les Shankles of the Marlboro Mill, McColl, S. C., had a very narrow escape from instant death last Saturday. He was fixing some belting near the ceiling when the pulleys broke, and he was hurled to the floor. He was considerably bruised, but not otherwise hurt.



Special attention paid to individual requirements. Tell us what your difficulties in the Belting line are if you have any and we think we can overcome them.

Being curriers of leather as well as beltmakers we are in a position to guarantee the quality of our Belting throughout.

**Philadelphia Belting Company**  
MANUFACTURERS LEATHER BELTING

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## C.O.B. MACHINE

CLEANING, OPENING AND BLOOMING MACHINE

Feeds Uniform Cotton to Lappers  
Makes Numbers Run Even  
IMPROVES GRADE OF YARN

EMPIRE DUPLEX GIN COMPANY

346 Broadway, New York



## MILL NEWS ITEMS OF INTEREST

**Lexington, S. C.**—The Saxe Gotha Mills are changing their looms from pajama checks to Bedford cords.

**Edgefield, S. C.**—The Beaver Dam Plant have installed a one thousand horse-power compound engine made by Rice & Sargent.

**Lexington, N. C.**—It is rumored here that the Erlanger Mills will build a 5,000 spindle mill for the manufacture of hosiery yarns.

**Bessemer City, N. C.**—The Osage Manufacturing Co. shut down the greater part of Tuesday of last week on account of a slight breakdown of the engine.

**Griffin, Ga.**—The Georgia Cotton Mills are reported as sold ahead through to next October on their production of Turkish towels, towellings, etc.

**Norwood, N. C.**—The Norwood Manufacturing Company has let the contract to Pickler Brothers of Albemarle to build an addition of 96 x 75 feet to their cotton mill here. It will then compare favorably with the large mills of other towns.

**West Durham, N. C.**—The Erwin Cotton Mills are reported to have been successful in purchasing three tons of indigo dye, which is due shortly to arrive at the mills from China. The shipment is reported to have come via Seattle, Wash., and to have been forwarded by rail to the mills.

**Athens, Tenn.**—An underwear mill is likely to be established here shortly. An investment of \$75,000 will be made. The officials of the proposed mill furnish \$50,000 and citizens of Athens will be asked to subscribe \$25,000 additional. Local men are said to be in favor of this enterprise.

**Burlington, N. C.**—The dyeing and bleaching department in process of construction at the plant of the Whitehead Hosiery Mills, Inc., is expected to be in operation by March 1. All machinery has been contracted for. The plant will have a capacity of 1,400 dozen men's half hose per day. A building 80 by 40 feet will be used as a dyehouse and a 30 by 140 foot finishing room is being constructed. The expenditure represents about \$1,000.

**Anderson, S. C.**—A contract will corner of Maple and Broad streets, warehouse at the Gluck Mills, according to R. E. Ligon, manager. The house will be of brick, will have two stories, and will be about 50 by 100 feet. It will be on the same style as the others down there.

Mr. Ligon also said that they were going to build a wire fence around the Gluck Mill just like the one at the Equinox Mill. The fence will be seven feet high and will be of galvanized wire.

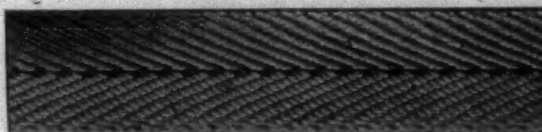
**Gainesville, Ga.**—B. H. Merck has rented the Hulsey warehouse on the end in view of greatly enlarging the hosiery plant and for additional floor space to accommodate the other interests in which he is engaged.

### Yarn Mill for Sale

For Sale: A 7,000 spindle hosiery yarn mill. Machinery up-to date. Been operated only a short time. Will be sold at a very low price to responsible parties. Address J. Z. Miller, Jr., Kansas City, Mo., or O. A. Robbins, Florence, Ala.

### AMERICAN TEXTILE BANDING CO., Inc.

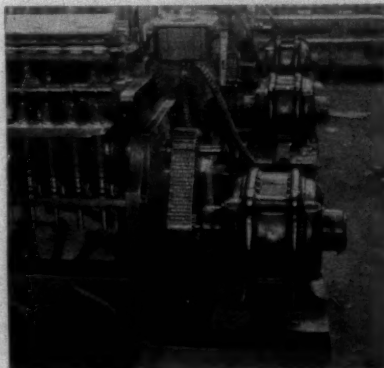
Manufacturers of  
Spindle Tape  
And  
Bandings



Third and Moore Street,

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### Link-Belt Silent Chain The Efficient Drive for TEXTILE MACHINERY



Flexible as a Belt—Positive as a Gear  
More Efficient than either.

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General Mach. Co.

John Millen & Son, Ltd.

**Albemarle, N. C.**—The Wiscasset Mills Company has let the contract for the erection of 20 new bungalows as an addition to the thirty-eight built a year ago. These bungalows are being constructed to accommodate the additional help which will come to operate the new mill which that company is now building and which will be completed within the next three months.

The residence section owned by the Wiscasset Mills Company attracted state-wide attention when built, no two houses being the same.

**Durham, N. C.**—At a meeting of the directors of the Durham Hosiery Mills last week, recommendation was made by the board and management to stockholders for an increase in capital stock from \$1,750,000 to \$2,500,000, of this amount \$1,250,000 to be common stock and the remainder preferred. Judging from reports already in hand the recommendations will be accepted.

It was also announced that new large manufacturing buildings will be erected in Goldsboro.

**Brenham, Tex.**—The South Texas Cotton Mills, of which D. C. Giddings is president and Tom A. Adams general manager, is preparing to run day and night. Large orders for sheeting and converters' goods, it is announced, are being received and in order to fill these the mills will have to run double time. They have been operating ten hours a day with about 300 operatives. The number of operatives will be doubled and the mills will operate with day and night shifts until the present orders in hand are filled, which, Mr. Adams says, will require at least five months.

**Kannapolis, N. C.**—The large addition to Cannon Mill No. 4 is making a fine showing now, the work having reached the second story and will soon be under roof.

A three-story addition to the cloth room of Mill No. 1 will be built as soon as the workmen can reach it. This will extend the present building 12 feet further eastward and the old boiler room has been torn away to make room for it. A new boiler room was built some time ago and is equipped with new and more modern boilers.

Preparations are also being made for still another building, which will be a warehouse. This will be built alongside the large warehouse, which was built a couple of years ago. The old frame workshop, and the garage have been torn away to make room for this building.

Some work has been done on the Y. M. C. A. grounds, renewing the walks, setting out shade trees and sowing grass.

The formal opening of the gymnasium will be held one night this week. The physical director of the



Charlotte Y. M. C. A. will probably bring some of his leaders in gymnasium work over and give an exhibition, which will be interesting as well as instructive. The Y. M. C. A. work is progressing and interest in the work is still kept up.

#### Receiver for Gwyn Harper Mfg. Co.

Judge Webb has appointed Messrs. Mark Squires and Jay Harper as receivers for the Gwyn Harper Manufacturing Company, of Patterson, which has 1,600 spindles and 33 looms on cotton yarns.

#### Doubts Constitutionality of Keating Bill.

Serious doubt has been raised in the mind of Chairman Newland of the Senate Committee of the Interstate Commerce as to the constitutionality of the Keating-Owen Child Labor bill, it was reported today. The arguments of the Southerners on this phase of question was so strong as to demand attention in a manner that may have some influence on the report of the committee. The committee has been regarded as favoring the bill as presented. It would not be unexpected if some change be made, although nothing definite to this effect has been authorized.—Press report from Washington, D. C.

#### Spinners Elect Mr. Moore as Head.

At the annual meeting of the Hard Yarn Spinners' Association of the Carolinas held in Charlotte last Thursday as noted, W. B. Moore of Yorkville, S. C., was re-elected president and J. H. Hart of Yorkville was re-elected secretary and treasurer. This was the most important action taken by the spinners at the meeting which for the first time was not executive. It had been announced that they would hold an open session for the purpose of allowing the public to hear an address by Mark Prentiss of the United States Chamber of Commerce. B. F. Ivey of the American Audit Company, who is well known to the spinners, was present and made a brief address.

Mr. Prentiss is division field secretary of the United States chamber of commerce and an expert in his line of work. It was a disappointment to the spinners that he could not be present, but he sent a message to the effect that a sudden call to the west would make it impossible for him to be in Charlotte.

Technical features of the trade were briefly discussed at the meeting which lasted only a comparatively short while. President Moore made a report of the accomplishments during the past year and Secretary Hart read his report covering the details of the administration since the last annual meeting.



### No Shadows

One of the objections to humidifiers is the overhead piping which—especially in saw-tooth roofs—casts disagreeable shadows.

#### THE TURBO HUMIDIFIER

has as a possible ramification its ring construction; the rings are around the posts and the piping all underneath, out of the way. No shadows with the Turbo Ring Construction. This may seem a minor detail, but it is one of the Turbo points that leads toward satisfied customers.

Get Turbofied—and satisfied.

be satisfied.

Just say the word—NOW—to

#### THE G. M. PARKS CO.

Fitchburg, Mass.

Southern Office Commercial Building, Charlotte, N. C.

J. S. COTHRAN, Manager.

## PURO

Don't Pay Good Money for Impractical, Unmechanical and Often Worthless Fountains.

Here is a practical Fountain, which combines the Faucet and Bubble Features—takes care of the overflow waste, and insures

#### SAFETY AND SERVICE

This is an age of sanitary plumbing and the Sanitary Drinking Fountain is one of its important subdivisions.

SAFETY FIRST PURO SERVICE ALWAYS

Is made of heavy brass with extra heavy nickel plate. "Bubbler" easily controlled by separate "squeeze" handle. No spurts—no choking—inside regulation prevents "shower-bath." Faucet is controlled by another squeeze handle. Faucet gives full water pressure. Has thread for hose if wanted.

Write us the number of your employees and water pressure and we'll present an interesting proposition to you promptly.

Puro Sanitary Drinking Fountain Company

342 Main Street, Haydenville Mass.



Actual Size 7" High

A number of prominent mill men of North and South Carolina were present and some of them took part in the discussion of trade features now confronting the spinners.

#### Older Labor.

The mill child-labor question continues to bob up every occasionally, until it seems to have become a political hobby. And yet the more serious question of those just a little older who don't work at all receives no attention.—Eatonton (Ga.) Messenger.

## HERE IS A STANDARD FOR

## LOOM HARNESS Quality

Uniformity in quality is an important feature of our loom harnesses. We not only use the best materials we can buy but make the harnesses with the utmost care and rigidly inspect every harness in the various processes through which it goes. The best materials, care in manufacturing, combined with critical inspection are bound to produce superior harnesses of always uniform quality.

GARLAND MFG. CO.



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BOSTON, MASSACHUSETTS

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THE ONLY PERFECT SYSTEM OF AIR MOISTENING COMINS SECTIONAL HUMIDIFIER

JOHN HILL, Southern Representative, 1014 Healy Building, ATLANTA, GEORGIA



## Cotton Goods Report

New York.—Cotton goods markets freely at prevailing prices, but re-ruled strong and firm last week, in almost all lines. Heavy goods have become very firm, duck being so well sold ahead that buyers are unable to get spot goods for their immediate needs. The domestic demand for duck has reached very large proportions and the large shipments for export have shown no signs of decreasing.

Repeat orders for bleached cotton goods are coming in steadily and in good volume, and higher prices will doubtless be named on some of the best known lines. The condition of the burlap market is again stimulating a demand for 40-inch goods for the bagging trade. A large volume of business has been placed with the mills making these goods and most of them are unable to take any new orders for early delivery. Contracts with some of them have been extended to the third quarter of the year.

Steady advances are being named on colored goods, as buyers are coming in and bidding higher prices in order that they may be assured of fast colors. Distributors appear as anxious as manufacturers about fast colors and are willing to pay advances where colors can be guaranteed.

Ginghams and other similar goods have taken in new values in the eyes of the buyers. Retailers have been buying fast colored dress ginghams in quantities a great deal larger than their normal needs. Buyers of wash goods are taking goods in a large way, especially on colored fabrics where fast colors can be obtained. Where colors are guaranteed, buyers will anticipate their needs for the entire season.

Gray goods market have become very broad in coarse and fine lines and the condition of print cloths has shown decided improvement. Where ever colors figure in finished goods, buying is large and prices are steadily strengthening. Some of the piece dyed cottons for fall have been sold up and withdrawn from the market.

There are many buyers in the New York market at this time and a much larger business could be done if sellers were in position to take more of the business offered. Both mills and agents are being forced to decline orders on blankets and other napped cotton goods, as they will keep their plant busy until November with the business they have already booked. Printers have been forced to refuse duplicate orders on some lines. Not only are they unable to get colors, but they cannot get the cloths as fast as they need them. It is known that a number of the mills are sold ahead to such an extent that they cannot take ordinary business on plain staples for printing.

The Fall River print cloth market last week continues steady and firm, with trading a little more moderate than it has been in some of the last few weeks. Mills were ready to sell

freely at prevailing prices, but refused all requests for concessions. Sales amounted to about 150,000 pieces. Business however was not well distributed. Some of the manufacturers found business good, while it was slow with others. Many stayles were covering in the week's buying. The best demand was for 36-inch width goods, the narrow goods, with one or two exceptions, being dull. Sateens and twills were in good demand. Full quoted prices were paid for all orders last week. Deliveries, as a rule, ran about three months ahead.

Prices on cotton goods were quoted as follows in New York:

|                            |          |       |
|----------------------------|----------|-------|
| Gray goods, 39-inch,       |          |       |
| 68x72s .....               | 5 3-8    | —     |
| 38 1-2-inch, 64x64s ..     | 5        | —     |
| 4-yard, 80x80s .....       | 6 5-8    | —     |
| Brown drills, std .....    | 8        | —     |
| Shetings, So. std .....    | 8 1-4    | —     |
| 3-yard, 48x48s .....       | 7 1-4    | —     |
| 4-yard, 56x60s .....       | 6        | 6 1-2 |
| 4-yard, 48x48s .....       | 5 3-4    | —     |
| 4-yard, 44x44s .....       | 5 7-8    | —     |
| 5-yard, 48x48s .....       | 4 7-8    | —     |
| Denims, 9-ounce ....       | At value | —     |
| Selkirk, 8-oz. duck .....  | 12 1-2   | —     |
| Oliver, extra, 8-oz. ....  | 12 1-2   | —     |
| Hartford, 11-ounce, 40-    |          |       |
| inch duck .....            | 15 3-4   | —     |
| Woodberry, sail d'k. ....  | 20%      | —     |
| Mt. Vernon, wide d'k. .... | 27 1/2%  | —     |
| Ticking, 8-ounce .....     | 14 1-2   | —     |
| Standard prints .....      | 6 1-2    | —     |
| Standard ginghams ..       | 7 1-2    | —     |
| Dress ginghams .....       | 8        | 9 1-2 |
| Kid finished cambrics. 5   |          | 5 1-2 |

### Hester's Weekly Statement.

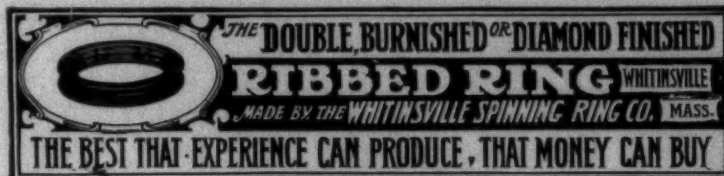
Comparisons are to actual dates not to close of corresponding weeks. In thousands bales.

|  |        |
|--|--------|
| In sight for week .....                              | 241    |
| In sight same 7 days last year                       | 457    |
| In sight for the month .....                         | 638    |
| In sight same date last year ..                      | 1,283  |
| In sight for season .....                            | 9,450  |
| In sight same date last year ..                      | 11,580 |
| Port receipts for season .....                       | 5,300  |
| Port receipts same date last year ..                 | 7,748  |
| Overland to mills and Canada for season .....        | 817    |
| Overland same date last year ..                      | 753    |
| Southern mill takings for season ..                  | 2,664  |
| Southern same date last year ..                      | 2,077  |
| Interior stocks in excess of Sept. 1 .....           | 669    |
| Interior last year .....                             | 1,002  |
| Foreign exports for week .....                       | 139    |
| Foreign same 7 days last y'r. ....                   | 407    |
| Foreign for season .....                             | 3,251  |
| Foreign same date last year ..                       | 4,856  |
| Northern spinners' takings and Canada for week ..... | 78     |
| Northern same 7 days last y'r ..                     | 77     |
| Northern for same season .....                       | 1,906  |

### Statement of World's Visible Supply.

|  |       |
|--|-------|
| Total visible this week .....              | 5,830 |
| Total visible last week .....              | 5,791 |
| Total visible same date last year ..       | 7,361 |
| Of this the total American this week ..... | 4,280 |
| Of this the total American last year ..    | 5,904 |

**Our Spinning Rings** SINGLE OR DOUBLE FLANGE  
START EASIEST, RUN SMOOTHEST, WEAR LONGEST  
**Pawtucket Spinning Ring Co.**  
CENTRAL FALLS, R. I.



## RICHARD A. BLYTHE

(INCORPORATED)

Cotton Yarns Mercerized and Natural

ALL NUMBERS

505-506 Mariner and Merchant Building

PHILADELPHIA, PA.

## THE SEYDEL MFG. COMPANY

JERSEY CITY, N. J.



Sizings and Finishings

Soaps and Softeners

FOR ALL TEXTILES.

## The Desirability of the South

as the place to manufacture cotton goods is illustrated in the increase of 67% quoted by census department. We can offer attractive situations for those desiring to enter this field.

## J. A. PRIDE

General Industrial Agent Seaboard Air Line Railway

NORFOLK, VIRGINIA.

All other kinds this week .....

|  |   |
|--|---|
| 1,558                                      | 862 in January, 1915, the census bureau announces. There were used during the six months ending January 31, 3,074,654 bales as compared with 2,589,880 for the same period of the previous year; on hand January 31 in consuming establishments 1,974,669, compared with 1,516,443; public storage and compresses, 5,545,859, against 4,665,346; spindles, active, 31,841,510; against 30,556,330; exports, 539,415 against 1,372,183 a year ago. The six months' exports were 2,960,958 against 3,979,347. |
| All other kinds last week .....            | 1,471   |
| All other kinds last year .....            | 1,457   |
| Visible in U. S. this week .....           | 2,694   |
| Visible this date last year .....          | 2,959   |
| Visible in other countries this week ..... | 3,445   |
| Visible this date last year .....          | 4,402   |

**More Than Half Million Bales Used in January.**  
Washington, Feb. 14.—The cotton used during January was 542,055 running bales compared with 467,2



# The Yarn Market

Philadelphia, Pa.—Buying was not very large in the local yarn market last week, though there were a good many inquiries for both carded and combed yarns, and a number of sales of large quantities were made. Manufacturers are well covered for the next eight or ten weeks and very few of them care to buy in anticipation of future needs at the present prices. The greater part of new business came from outside the Philadelphia market. Manufacturers seem to be of the opinion that the present high prices will not hold much longer and that a slackening of the demand will cause spinners to lower quotations.

There was a good demand in spots for high grade carded yarns during the week and knitters in this market took many lots in small quantities for spot and prompt deliveries, and there were sales of 25,000 to 75,000 pounds for future delivery. There were many inquiries for as much as 300,000 pounds, but high prices checked many sales. Some dealers have sold unusually large quantities of 14s to 18s to manufacturers of medium weight underwear. The demand for yarn for light weight underwear was good and hosiery manufacturers took good sized quantities for future delivery.

High prices on fine combed yarns continue to hold and spinners who have sold well ahead ask advances for future delivery. There was a good demand in spots for single combed yarns, but prices varied greatly. The demand was principally for 16s to 30s. The demand for 50-2 and 60-2 was good. There is said to be a scarcity of 70-2 and 80-2 combed peeler and 80-2 combed peeler mercerized.

The demand for weaving yarns is not so good as it was during November and up until the first of this month. Sales reached a fairly good total last week, being made mostly of small lots for quick delivery. The demand for 30-2 warps is still strong, and most of the two-ply yarn from 24-2 up is in fairly good demand. Mills making these counts are said to be well sold for eight or ten weeks and not in a position to take new contracts with delivery starting before the first of May.

## Yarn Quotations.

Prices of yarns were quoted in New York on Monday as follows:

### Southern Two-Ply Skeins.

|            |           |
|------------|-----------|
| 4s to 8s   | 18 1-2-20 |
| 19s to 12s | 19 1-2-22 |
| 14s        | 21 1-2-22 |
| 16s        | 21 1-2-23 |
| 20s        | 24 —      |
| 24s        | 26 1-2—   |
| 26s        | 28 1-2—   |
| 30s        | 30 —31    |
| 36s        | 37 1-2-38 |
| 40s        | 39 —40    |
| 50s        | 48 —49    |
| 60s        | —55       |

3-ply 8s upholstery..19 1-2-20  
4-ply 8s upholstery..19 1-2-20

### Southern Single Skeins.

|          |            |
|----------|------------|
| 4s to 8s | 19 —19 1-2 |
| 10s      | 20 —       |
| 12s      | 21 1-2—    |
| 14s      | 22 —       |
| 16s      | 22 1-2—    |
| 20s      | —22 1-2    |
| 22s      | 28 —       |
| 26s      | 24 —24 1-2 |
| 30s      | —26 1-2    |

### Southern Single Chain Warps.

|            |            |
|------------|------------|
| 19s to 12s | 20 —21     |
| 14s        | 20 1-2-21  |
| 16s        | 21 1-2—    |
| 20s        | 22 1-2—    |
| 22s        | 22 1-2—    |
| 24s        | 24 —       |
| 26s        | 24 —24 1-2 |
| 30s        | 26 —26 1-2 |
| 40s        | —35        |

### Southern Two-Ply Chain Warps, etc.

|            |            |
|------------|------------|
| 8s to 10s  | 21 —22     |
| 12s to 14s | 23 —       |
| 2-ply 16s  | 23 —23 1-2 |
| 2-ply 20s  | —25        |
| 2-ply 24s  | 26 1-2—    |
| 2-ply 26s  | 28 —28 1-2 |
| 2-ply 30s  | 30 1-2—    |
| 2-ply 40s  | 39 —40     |
| 2-ply 50s  | 48 —       |
| 2-ply 60s  | 52 —55     |

### Southern Frame Cones.

|                   |               |
|-------------------|---------------|
| 8s                | 20 1-4—       |
| 10s               | 20 3-4—       |
| 12s               | 21 1-4—       |
| 14s               | 21 1-2—       |
| 16s               | 21 3-4—       |
| 18s               | 21 3-4—       |
| 20s               | 22 —          |
| 22s               | 22 1-2-22 1-4 |
| 24s               | 28 1-2—       |
| 26s               | 24 1-2—       |
| 22s fleece colors | —25 1-2       |
| 30s               | 26 —          |
| 40s               | 35 —36        |

### Eastern Carded Cops.

|     |            |
|-----|------------|
| 8s  | 23 —       |
| 10s | 23 1-2—    |
| 12s | 24 —       |
| 14s | 24 1-2—    |
| 16s | 25 —       |
| 18s | 25 1-2—    |
| 20s | 25 1-2-26  |
| 22s | 26 —26 1-2 |
| 24s | 27 —27 1-2 |
| 26s | 28 —28 1-2 |
| 28s | 29 —29 1-2 |
| 30s | 31 —32     |

### Two-Ply Combed Peeler Skeins.

|     |        |
|-----|--------|
| 20s | 31 —32 |
| 24s | 33 —24 |
| 30s | 38 —39 |
| 40s | 44 —47 |
| 50s | 55 —57 |
| 60s | 63 —65 |
| 70s | 69 —71 |
| 80s | 78 —80 |

## Details of Co-operative Foreign Selling.

(Continued from Page 3).

it can be done if good faith and good will exist. A shortage at the end of one year may be made up the next, or vice versa.

It would seem generally desirable that patented articles or specialties should be sold exclusively, if in small demand, or if high technical knowledge is essential to efficient salesmanship. The division of interest on such articles may lessen efficiency. Considerable co-operation in the way of advertising, or of expense on the part of the manufacturers of these articles, is important, for if business is divided expenditures necessarily are also divided, and the result is apt to be less satisfactory for all concerned.

Competition of some nature, even between American concerns doing business abroad, is of value. There need be no monopoly, but to promote efficiency the representation of competing concerns on staple commodities, and of articles of general use or consumption is important. On specialties or articles of small consumption is important. On specialties or articles of small consumption, competing representation may or may not be of advantage, according to the character of the article to be sold.

## Rounding Out Complete Lines.

In some cases it will be desirable to secure the agency for one article made by one concern, and to avoid other articles made by the same concern. The other articles may be sold through other sources, but the rounding out of a proper and adequate line for the selling organization is only more important than the danger of assuming the sale of too large a number of similar articles.

If the selling organization is held to results, its policy and that of the factories it represents will be harmonious and in the end effective. There need be no danger whatever in permitting these practices. A factory or a mill which is not getting proper returns may look elsewhere, but if it is obtaining sufficient business it need not worry because its competitor is also obtaining some.

In my judgment the success of the selling organization is of primary importance, and its judgment as to what it can do or should do may be safely followed. It must be prepared to supply demands and meet competition. It must also satisfy those it represents. If it fails in either, its success is endangered. If it succeeds in both, our country will benefit.

## Sales of Staple Commodities Basis of Success.

The basis for the successful operation of a large merchandising concern doing business abroad must be the sale of staple commodities. These in effect may pay expenses but no profit. Their sale also affords greater opportunities for the sale of special articles, particularly machinery, for which the demand is irregular, but in which our great interest lies.

It must also be recognized that an efficient selling organization can only be maintained at great expense, and that it must have the benefit of

substantial capital in order to perform its functions. A small organization is not only less efficient, but it necessarily has greater difficulty in raising the capital needed. We are a big country and we need big business organizations to represent us abroad, and to give proper opportunities for the abilities of big men.

Let me urge again that contracts made in this country for the exclusive sale of certain goods abroad should be fully protected by law in this country. It is to-day a question whether a factory having sold its goods to a domestic dealer, presumably only for domestic re-sale, can forbid that dealer to sell its goods abroad, even though the factory has made an exclusive contract for its foreign business with another concern. This uncertainty is unfair to the foreign agent. He has invested capital and work in developing his foreign market, and should not be obliged to meet the competition of those who have invested nothing and may simply have the opportunity of making one sale, even though that be a large one.

In this same line it is desirable that the Department of Commerce should distribute its information and inquiries to those concerns really and legitimately engaged in foreign business. They are best qualified to handle that business and are entitled to first, and I think, to exclusive, consideration.

# CLINCHFIELD COAL

## Clinchfield Service

Have become the standard for comparisons in the Southeast. To meet the requirements and even the emergencies of the Manufacturer by supplying promptly and without fail a fuel of the grade and quality purchased; to maintain our contracts irrespective of high spot prices; to assist our customers in problems of fuel engineering; to merit the confidence and respect of the trade;—these are the ideals of Clinchfield.

Let us demonstrate the economy and efficiency of Clinchfield Coal in your plant, under the direction of your own engineer assisted by our fuel engineers. For particulars address

CLINCHFIELD FUEL COMPANY,  
Desk 3, Spartanburg, S. C.  
"The Coal of High Heat Value."

## Tobacco.

Tobacco is a dirty weed,  
I like it.  
It satisfies no normal need,  
I like it.  
It makes you thin, it makes you lean,  
It takes the hair right off your head,  
It's the worst darn stuff I've ever seen,  
I like it.

—Penn State Froth.



## Development of Weaving Machinery

The growth of the textile business in America in the past ten **Growth** or fifteen years of has been due **Textiles** primarily to the improvement in weaving machinery.

There is hardly a successful cotton weaving mill in America **Automatic** today **Looms** which has **Universal** not been equipped

almost entirely with automatic looms. The economy of this machinery is self-evident and permanent. There is not a plain cotton loom in existence today in which the single shuttle is used which cannot be made fully automatic at approximately one-third of the cost of other automatic looms. The patents for these changes are controlled by us and we would be very happy to show you how much money we can save you by this small expenditure.

It will pay you to investigate.

**Hopedale Mfg. Co.**  
Milford, Mass.

## Personal Items

Jno. Shaw has resigned as superintendent of Steele's Mills, Rockingham, N. C.

Robt. Johnson has accepted the position of night superintendent of the Huss Mfg. Co., Bessemer City, N. C.

E. N. Keller has been promoted from overseer of spinning to assistant superintendent of the Hannah-Pickett Mills, Rockingham, N. C.

J. R. Osborn has resigned as night spinner at the Elk Cotton Mills, Dalton, Ga., to become overseer of spinning at the Barker Cotton Mills, Mobile, Ala.

J. W. Jenkins, superintendent of the Hannah-Pickett Mills, Rockingham, N. C., has also become general superintendent of the Steele's Mills of that place.

Miss Myrtle Rumble from the Highland Park Mills, Charlotte, N. C., has accepted the position of second hand in cloth room at the Lynchburg (Va.) Cotton Mills.

### Injury to Arm.

E. J. Eberhardt, aged about 45 years, and employed in the card room of the Riverside Mill, got his right arm caught in the picker machinery Monday afternoon. The arm was badly managled, necessitating amputation.

### Coal Contracts Placed.

At a meeting in Charlotte of the coal buying committee of the Cotton Manufacturers Association of North Carolina, there were two contracts given, one for approximately 150,000 tons of Pocahontas coal, to the Crozer-Pocahontas Company of Philadelphia and Bluefield, W. Va., and the other for approximately 100,000 tons of high volatile coal to the Clinchfield Fuel Company of Spartanburg, S. C. There was a great army of coal salesmen present and there were numerous conferences held. These two contracts represent an ultimate outlay on the part of the mills participating of about \$875,000, including the price of the coal at the mines and the freight.

The coal buying committee of the Cotton Manufacturers Association of North Carolina is composed of E. C. Dwell of Charlotte, chairman, and J. H. Webb of Hillsboro, George W. Montcastle of Lexington and J. K. Dixon of Gastonia. There was present also Hudson C. Miller, secretary and treasurer of the Cotton Manufacturers Association of North Carolina.

These contracts in the aggregate are let each year and then the member mills of the association order out the coal desired and the same is charged for on the basis of this general contract. In this way, a substantial saving is effected. This contract is for the year of 1916-1917.

## Emmons Loom Harness Company

The Largest Manufacturers of Loom Harness and Reeds in America

### Loom Harness and Reeds

Slasher and Striking Combs, Warper and Leice Reeds, Beam-er and Dresser Hecks, Mending Eyes, Jacquard Heddles.

LAWRENCE, MASS.



### LAHUE NEVER-SLIP STEEL LUG STRAPS

SPECIALLY ADAPTED TO DRAPER LOOMS

**PRACTICAL EFFICIENT ECONOMICAL**

**M. M. LAHUE & COMPANY**

LOWELL, MASS.

## THOSE STEEL ROLLS

ARE THEY GIVING YOU TROUBLE IN ANY WAY? THEN LET US OVERCOME THOSE TROUBLES.

We will re-neck, re-flute, stone, polish, hone, etc., and put in first-class condition at a very small cost to you.

*Prompt deliveries—satisfaction guaranteed—give us a trial*

**Southern Spindle and Flyer Co., Inc.**  
CHARLOTTE, N. C.

W. H. Monty, Pres. & Treas. W. H. Hutchins, V.-Pres & Sec'y

## YORKSHIRE GUM



Reg. U. S. Pat. Off.

A Soluble Gum to be used in Warp Sizing. It is especially valuable in this respect as it combines readily with all starches, making a uniform size mixing. Besides making a smooth, pliable warp, users of Yorkshire Gum will find quite a reduction in shedding



Reg. U. S. Pat. Off.

and loom waste. For this reason we recommend it especially, where drop wires are in use. This Gum also attracts moisture very readily and by so doing adds strength and elasticity to the yarn. While giving the very best results in sizing, it is, at the same time, a most economical size. Should use Raw Tallow, Soluble Tallow, or Soluble Oil in addition.

TRIAL BARREL SENT ON APPROVAL. WRITE FOR FORMULA.

**ARABOL MANUFACTURING COMPANY**

100 William Street, New York  
CAMERON MacRAE Southern Sales Agent CHARLOTTE, N. C.

## PROPER LOCATIONS FOR MILLS.

United States Census figures show that since 1880 the consumption of cotton in mills of the cotton growing States has increased 1,502 per cent, as compared with an increase of only 93 per cent in all other states. In the twelve months ended August 31, 1914 Southern mills consumed 162,097 more bales of cotton than the mills of all other States. Three-fourths, or 9,000,000, of the total cotton spindles in the cotton growing States are tributary to Southern Railway tracks. Of the 200 knitting mills in the South over 125 are located along the Southern Railway. Nearly all the Southern woolen and silk mills are also on Southern Railway tracks.

There is a reason for this, and it is not difficult to understand.

The Southern Railway Lines enter and serve most completely those portions of the South where the textile industry is the greatest success, because there are found all the conditions which makes for successful manufacture—the proper transportation facilities, the ease with which the raw material and the needed fuel may be secured, the supply of good labor, the pure water, the low cost of power, and favorable local conditions.

Not only for textile plants but for all other industries the best advantages will be found in this territory.

If you have a plant to locate, let us take up with you the question of the proper location. Your plans will be held confidential. Our knowledge of conditions at various points and our experience in locating other mills and the time of our agents in making special investigations are at your service if desired.



**M. V. RICHARDS, Industrial and Agricultural**  
Commissioner, Southern Railway,  
Room 129, Washington, D. C.



# Want Department

## Want Advertisements.

If you are needing men for any position or have second hand machinery, etc., to sell the want columns of the **Southern Textile Bulletin** afford the best medium for advertising the fact.

Advertisements placed with us reach all the mills and show results.

## Employment Bureau.

The Employment Bureau is a feature of the **Southern Textile Bulletin** and we have better facilities for placing men in Southern mills than any other journal.

The cost of joining our employment bureau is only \$1.00 and there is no other cost unless a position is secured, in which case a reasonable free is charged.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern textile industry.

## Wanted.

Two or three good families for carding, spinning, spooling, twisting and winding for night work. Can use one good card grinder. Pay best of wages. Apply in person or write S. V. Upchurch, Supt., Johnson Mfg. Co., North Charlotte, N. C.

## Wanted.

First-class machinist for laths and gear work. Canton Cotton Mills, Canton, Ga.

## Wanted.

One Butterworth or Grainger five-roll calender two Husk and three Iron. Prefer Butterworth's. Must be in first-class condition. Address "Calender," care Southern Textile Bulletin.

## For Sale.

One Curtis & Marble Brushing and Shearing Machine. In good condition. Address P. O. Box 903, Charlotte, N. C.

## For Sale.

For Sale, seven 72 inch 16 rolls Woonsocket Nappers. In good condition. Run about 18 months. Apply Elmira Cotton Mills, Burlington, N. C.

## Denn Warper Tender Wanted.

Want a good, reliable man to run Denn Warper. None but first-class man, who can get off the work, need apply. Address Mary Louise Mills, Mayo, S. C.

## For Sale.

One Curtis & Marble Folder in good condition. Address P. O. Box 903, Charlotte, N. C.

## Mule Spinner Wanted.

Want man to take charge of mule room who understands mule spinning. Address "Mule Spinner," care Textile Bulletin.

## Shafting and Pulleys For Sale.

445 feet 1 15/16 in. shafting.  
80 feet 2 15/16 in. shafting.  
75 hangers, 12 inch drop.  
7 pulleys 12 inch diameter.  
6 pulleys 36 inch diameter.  
1 pulley 40 inch diameter.  
3 pulleys 30 inch diameter.  
1 pulley 16 inch diameter.  
1 pulley 14 inch diameter.  
3 pulleys 24 inch diameter.  
All in good condition. Address Box 903, Charlotte, N. C.

## Position Wanted.

Engineer and machinist now open for position. Can furnish references and get results. Alabama or Georgia preferred. Address "Engineer," care Southern Textile Bulletin.

## Wanted.

Wanted to buy a second hand spooler. Must be in good running order. Whitin or Draper preferred. Address C. L. Upchurch, Supt., R. 1, Star Thread Mills, Athens, Ga.

## SALESMAN WANTED

First-class salesman who is personally acquainted with the cotton mill trade in North Carolina and South Carolina to handle, as a side line, our Special Comb Box and Loom Lubricants of exceptionally high quality. In replying state what territory you are covering, giving reference.

REED OIL COMPANY,  
Atlanta, Ga.

## Card Room Overhaulers Wanted.

Wanted one or two first-class card men for overhauling and putting in good condition Lowell, revolving, flat cards; also two first-class spinning men for overhauling and resetting spindles on Lowell spinning frames. Give references and state experience, pay wanted and other particulars. Address Stonewall Cotton Mills, Stonewall, Miss.

WANT position as superintendent. Prefer mill on hosiery yarns, carded or combed. Now employed. Can give references from best mill men in the country relative to my ability. Address No. 1356.

WANT position as superintendent of a cloth mill or overseer of large weave room. Good references. Long experience. Can change on short notice. Address No. 1357.

WANT position as superintendent of either yarn or weaving mill. Employed at present and only reason for changing is to better myself. Long experience, and can give good references. Address No. 1358.

WANT position as superintendent. Have had long experience and can furnish good references. Address No. 1359.

WANT position as overseer of weaving. Long experience and can give references from present and past employers. Address No. 1360.

WANT position as overseer spinning spooling and winding. A married man 21 years of age. Have had long experience as overseer and can change on two weeks notice. Experienced on both white and colored work from 1s to 40s. Would not care to change for less than \$3.00 per day. Address No. 1361.

WANT position as superintendent of a large mill, or general manager and superintendent. 43 years of age, strictly temperate. 23 years experience. Know how to manage all departments of a mill. Only reason for changing is larger salary. Address No. 1263.

WANT position as overseer of spinning. A married man of good character and sober habits. Am now employed. Can furnish the best of references. Address No. 1364.

WANT position as overseer spinning. Am graduate in designing. Have had 18 years experience as overseer weaving. Can furnish best of references. Address No. 1366.

WANT position as overseer of weaving or carding and spinning. Have

## PATENTS

### Trade Marks and Copyrights

Difficult and rejected cases specially solicited. No misleading inducements made to secure business. Over thirty years active practice. Experienced, personal, conscientious service.

Write for terms. Address

## SIGGERS & SIGGERS

Patent Lawyers

Suite 34 N. U. Washington, D. C.

had 18 years experience. Understand combed work. Can furnish excellent references. Age 40. Married. Address No. 1367.

WANT position as overseer spinning or second hand in large room. Have had 20 years experience. Strictly sober and business at all times. Prefer a job that needs bringing out of a hole. Can furnish good references. Address No. 1368.

WANT position as overseer spinning or carding and spinning. Long experience. Now employed. Good references. Will not consider less than \$2.50 per day. Address No. 1369.

WANT position as superintendent, or carding or spinning, or both. Long experience and can furnish good references as to character and ability. Address No. 1370.

WANT position as superintendent, overseer weaving or cloth room. Can run either one and can give good references both as to character and ability. Address No. 1371.

WANT position as superintendent or overseer of carding or spinning. Can furnish present and former employers as references. Only reason for changing is that I want larger job. Address No. 1372.

WANT position as superintendent or overseer of carding or spinning. Can furnish present and former employers as references. Only reason for changing is that I want a larger job. Address No. 1373.

WANT position as overseer of spinning. Age 44. Married. Strictly sober. Have long experience on both coarse and fine white and colored work. Address No. 1375.

POSITION as superintendent wanted by a practical mill man. Have had 14 years experience as superintendent and thoroughly understand all details connected with the manufacturing of cotton goods. Can give A-1 references as

## UNIVERSAL WINDERS FOR SALE.

60 Gangs of Model 50 With Nutarer Cone Arbors.

Now running in mill and in splendid condition. To be sold on account of changing product of mill. Will sacrifice for quick sale. Address Universal, care Southern Textile Bulletin.



WANT position as superintendent or overseer of large card room. Now employed as superintendent, but desire to change for satisfactory reasons. Good references. Address No. 1377.

WANT position as superintendent or overseer of spinning. Have had long experience and can furnish high-grade references. Address No. 1378.

WANT position as superintendent. Have been superintendent of some of the most prosperous mills in the South and have long experience on a wide variety of goods. Fine references. Address No. 1379.

WANT position as superintendent. Now employed, but for good reason prefer to change. Am a good manager of help and have always made good. Satisfactory references. Address No. 1380.

WANT position as superintendent of medium sized yarn mill, or overseer of carding and spinning in a large mill. Have had long experience and can furnish references from past and present employers. Address No. 1381.

WANT position as overseer of spinning, spooling, warping and winding. Am now employed and getting good results. Would like a job in N. C. Address No. 1382.

WANT position as superintendent or overseer of weaving in a large mill. Prefer Alabama, Georgia or South Carolina. Have had long experience and can furnish best of references. Address No. 1383.

WANT position by young married man as overseer carding. 25 years old. Strictly sober with no bad habits. Prefer mill in N. C., of S. C. Am now employed and giving entire satisfaction, but want larger job. Can give the best of references and can change on short notice. Address No. 1384.

WANT position as superintendent of either cloth or yarn mill, towels, bedspreads, or any kind of weaving or coarse or fine yarns. Held last position as superintendent and manager for 14 years. Good references. Address No. 1385.

WANT position as superintendent. Have had long experience and have run some of the best mills in the South. Have always made money for my mills. Satisfactory references. Address No. 1387.

POSITION WANTED as superintendent by practical man of executive ability, fully capable of managing a mill, one who will stay on the job and get results. 12 years overseer, 40 years superintendent. Experienced on plain and fancy weaves. A-1 references. Address No. 1389.

WANT position as overseer carding or superintendent. Have 20 years experience in the mill. 9 years as second hand and overseer carding. Age 38. Married. Sober. Now employed. Good references. Address No. 1390.

WANT position as overseer of carding. Would accept second hand in a large mill. Now employed and have had long experience. Best of references. Address No. 1391.

WANT position as superintendent. Now superintendent of a small mill and giving satisfaction, but want larger job. Was overseer of carding for many years. Fine references. Address No. 1392.

WANT position as superintendent of yarn mill or overseer of spinning in a large mill. At present am superintendent. Very wide experience. References from past and present employers. Address 1393.

WANT position as engineer. Have long experience as master mechanic in cotton mills. Am strictly sober and can give good references. Address No. 1394.

AN EXPERIENCED MAN wishes to correspond with a mill that needs a superintendent that can get results. Age 39. Held last position nine years. Gilt-edge references. Address No. 1396.

WANT position as superintendent in a yarn mill or carding and spinning or both. 30 years experience. Good references. Can change on short notice. Address No. 1397.

WANT position as superintendent or overseer of spinning. Am a practical man 40 years old. Married. Strictly sober. Experienced from picker to cloth room on white and colored goods. Can furnish good references as to ability and character. Address No. 1398.

WANT position as overseer spinning in small mill or second hand in large mill. 39 years experience in spinning. Prefer mill in small place. Address No. 1399.

WANT position as superintendent of small mill, or overseer carding or spinning or both in large mill. Am employed at present. Good references. Address No. 1400.

WANT position as superintendent. Have had long experience on both coarse and fine goods and can furnish the best of references as to character and ability. Address No. 1401.

WANT position as overseer of spinning, spooling and warping. Am now employed but prefer to change on account of health of wife. Am experienced on fine yarns. Satisfactory references. \$1.60 per day. Address No. 1413.

WANT position as overseer in small weave room or second hand in large room. Have had 16 years experience. Age 35 years. Strictly sober and a good manager of help. Married and can give the best of references. A hustler for production. Am now second hand in a large mill, but wish to make change. Address No. 1404.

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WANT position as superintendent. Am now employed as overseer of carding and spinning and am giving perfect satisfaction. Have been superintendent for fifteen years and overseer of carding and spinning for a number of years. Best of references to character and ability. Address No. 1411.

WANT position as overseer of carding by married man 33 years of age and strictly sober. Am now employed as carder. Have been in present job 2 years, but desire to change. Ten years experience in carding and combing. Can change on short notice. Address No. 1412.

WANT position as superintendent or overseer of large weave room. Have had long experience and have handled some of the most successful mills in the South. Can furnish good references and get results. Address No. 1418.

WANT position as superintendent of small yarn mill or as overseer of spinning. Age 32. Married. Have 18 years experience in carding and spinning on 6s to 60s. Can furnish best of references. Address No. 1415.

POSITION WANTED as superintendent, by practical man of executive ability. Fully capable of managing mill. 8 years as overseer of weaving in largest mill in S. C. 3 years experience as superintendent. Now employed as superintendent. Can give present and all former employers as reference. Address No. 1416.

WANT position as superintendent of either cloth or yarn mill. 18 years experience as superintendent. Can furnish best of reference. Address No. 1417.

WANT position as overseer of spinning, warping, spooling and slashing. Have fifteen years experience. Am married and sober. Can give best of references. Address No. 1418.

WANT position as superintendent of plain weave mill or overseer of carding in large mill at not less than \$5.00 per day. Am a young man with practical experience. Thoroughly competent to handle

a mill. Can give satisfactory references from present and former employers. Address No. 1420.

WANT position as superintendent or overseer of weaving. Have had long experience in both positions and can furnish best of references from former employers. Address No. 1421.

WANT position as superintendent. Would accept large card room or carding and spinning. Now employed as carder. Information relative to character and ability will be furnished when desired. Address No. 1427.

WANT position as chief engineer and master mechanic. Have had long experience and can furnish as reference best president and managers. Address No. 1427.

WANT position as superintendent of either weaving or yarn mill, or overseer of weaving or spinning in either weaving or spinning in large mill. Can give good references. Address No. 1428.

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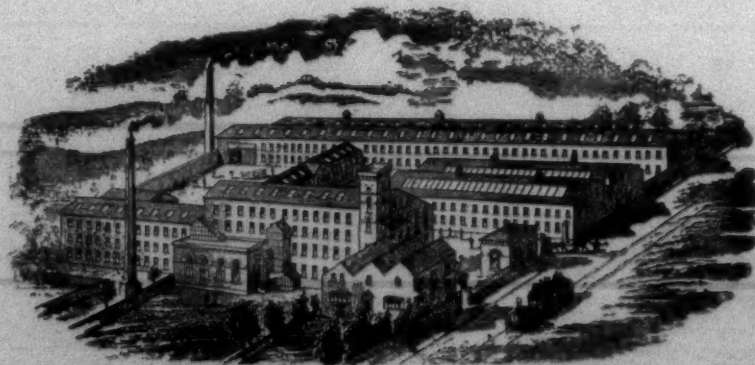
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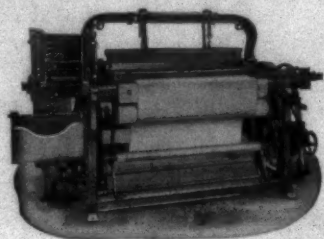
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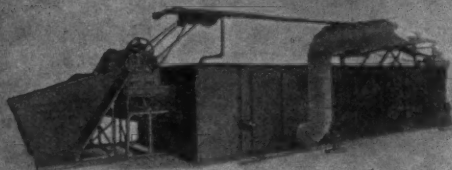
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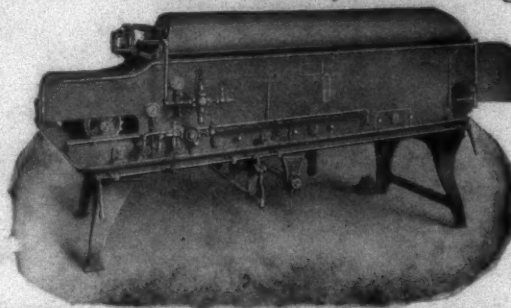
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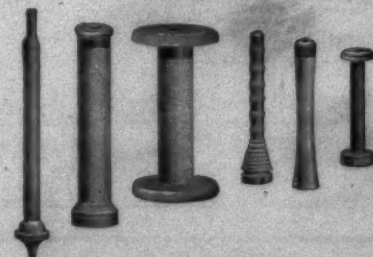
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